Board of Trade Journal

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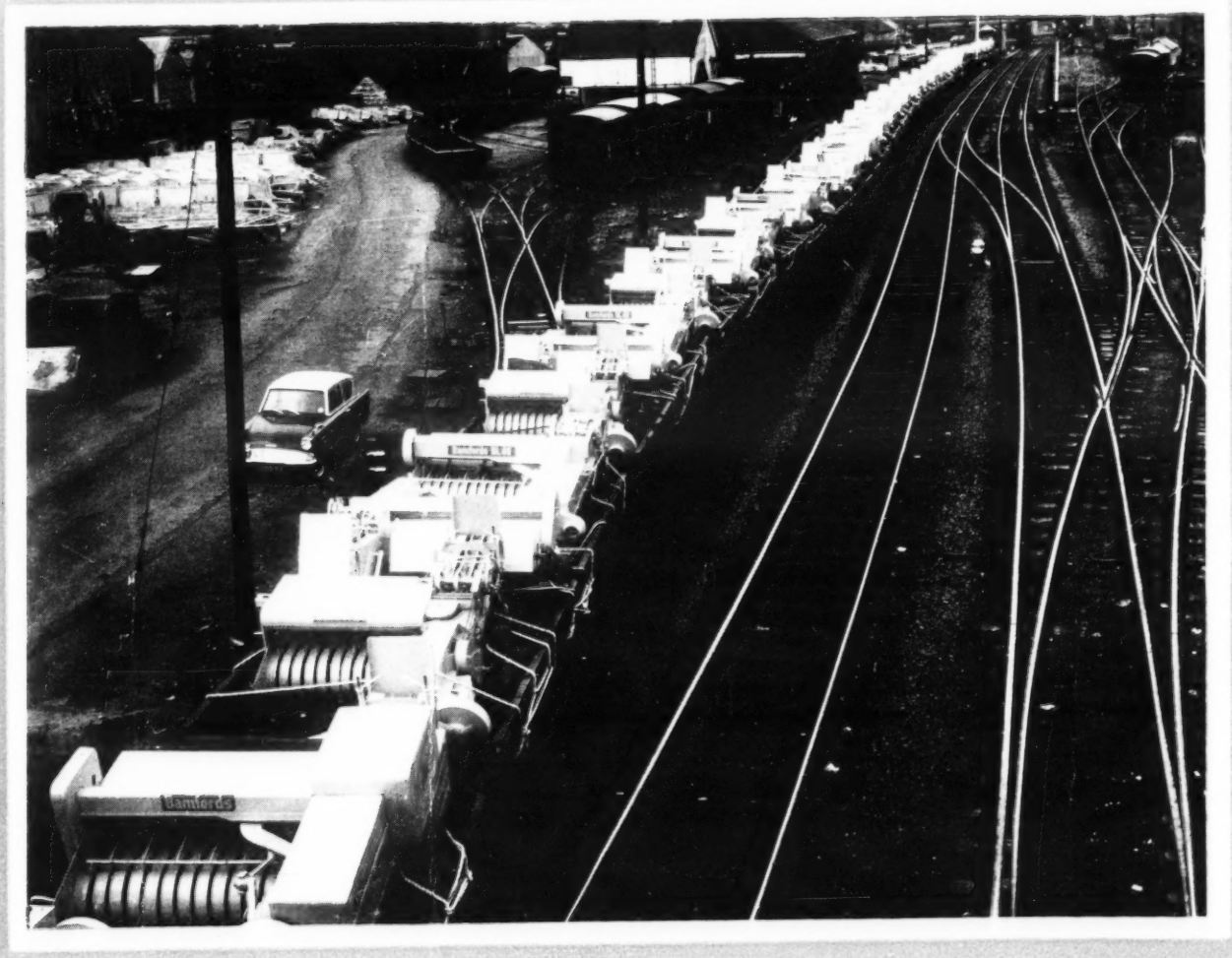

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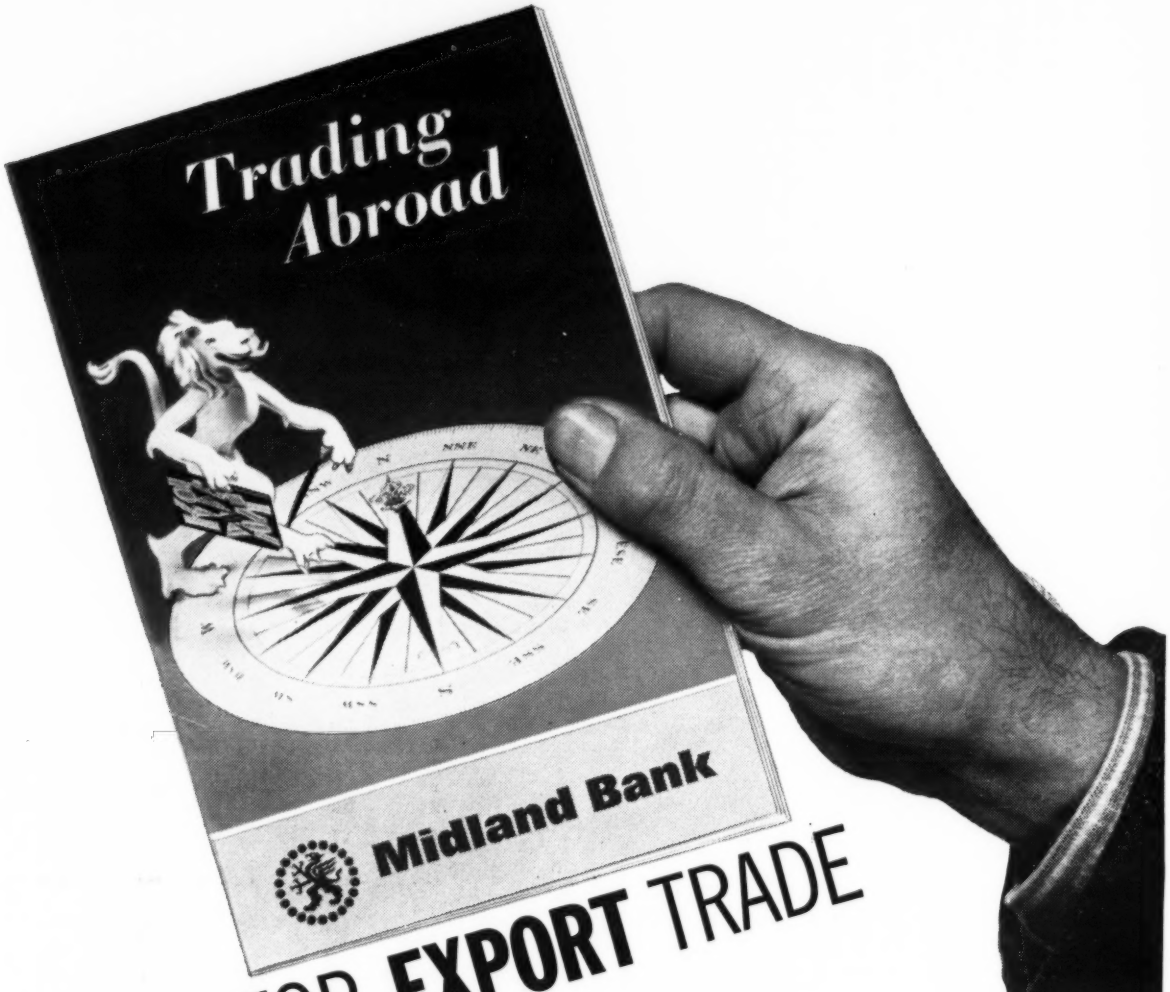

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Board of Trade Journal

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Front cover photograph

Part of a baler order for over £1 million on its way to Folkestone. The balers, which are bound for Bamfords' French distributors, are to be sold for the 1967 season. Over 50 per cent of the total production of agricultural machinery from the Bamfords' factory at Uttoxeter, Staffs, is exported to more than 50 countries – an achievement which resulted in Bamfords receiving the Queen's Award to Industry.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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British Week in Lyons: a challenge and an opportunity

By John Greenwood, British Week Office, Lyons

FOR SOME TIME NOW, the Lyonnais have been watching the preparations for British Week with scarcely veiled curiosity. The 'boulistes' (bowls players) on the Cours de Verdun have good-humouredly moved their pitches to make way for the construction of the five major buildings forming the centrepiece exhibition complex: a brand new City of London pavilion, the dramatic Pavilion of Technology, also making its world debut, an Ideal Home built by Guildway and furnished by Ideal Home Magazine, a Council of Industrial Design Pavilion and a Whitbread pub.

All is ready for the official inauguration today (October 21) by HRH the Duke of Kent. The pre-Week publicity campaign has reached its peak. Every regional newspaper and magazine has given excellent coverage to the preparations and many are now bringing out special issues. The national press is following suit for this is the largest ever British venture in France and makes national news. TV and radio coverage has been given almost daily for several weeks.

The pageant of the opening ceremonies, with the Duke and Duchess of Kent, the President of the Board of Trade, and the Lord Mayor of Birmingham, will certainly hit the headlines. Editorial publicity has been reinforced by a poster campaign and newspaper advertisements. There is no doubt that the Lyonnais have adopted the British and are proud that their city has been chosen rather than Paris, the traditional rival, where important events generally take place.

British Week aims to help exporters break into the French provincial market. France does not end in Paris and the enterprising manufacturers who have come to Lyons are proving for themselves that this market holds rich rewards. Lyons is the capital of the Rhône-Alpes region with important industrial centres and hence a population with money to spend on consumer goods, at such towns as St. Etienne, Valence, Grenoble, Chambery and Villefranche.

The region has for some years had a growth rate of about 8 per cent, considerably higher than the national average. The conurbation of Lyon-Villeurbanne has a population touching on one million, making it France's second city. Traditionally Lyons earned its living in silk, printing and banking, but has now diversified most successfully into artificial fibres, petro-chemicals, heavy motors and light engineering. Communications with Paris and the south are excellent and it is likely that the experimental direct London-Lyons air flight now in operation for British Week will become permanent.

'Show us the goods . . .'

A preliminary survey carried out by the Export Council for Europe showed conclusively that the time was ripe for Britain to attack this market. British goods were little known, apart from a limited range of menswear, knitwear, china and tableware, a few foodstuffs and of course whisky and sports and mini-cars. On the other hand we had a strong reputation for quality and everything English style was definitely *à la mode*.

The first round of shop visits carried out a year ago to some 1,200 shops and stores, after the British Week team arrived, proved the point conclusively. The message was: 'Show us the goods, quote us a delivered price, in francs, in French, keep to your delivery dates . . . and we'll have a go.' Some 800 shops and nearly as many British manufacturers are now having a go and all indications are that no one will have any regrets.

Many British commodities now have a firm footing in the market. Men's clothing, shoes, including children's, tweeds, casual wear, biscuits, processed food and sweets, are firmly established. 'Le Style Anglais' is popular and fashionable, and French and Italian manufacturers have found that the phrase has a real commercial meaning. Walk down Rue de la République or the Rue Edouard Herriot, Lyons' Bond Street, and you will find that the best shops all have an impressive array of quality British woollens.

(Continued on next page)

The inauguration ceremonies for British Week in Lyons are taking place in the town's magnificent seventeenth-century town hall, standing on the Place des Terreaux.

The leading Lyons tailors find a ready sale for British woollens and worsteds. Twelve of them are organizing a gala fashion evening during British Week in collaboration with the National Wool Textile Export Corporation (and incidentally the Scotch Whisky Association) where British textiles will be shown at their best.

In the boutiques British fashions have prevailed to an almost surprising extent in the land of *haute couture*. The younger French woman is highly conscious of the lead given by Britain in the Fashion World, and short skirts in Lyons, though by no means King's Road, are nevertheless *dans le vent* ('in').

The proved excellence of British craftsmanship and quality are by no means forgotten. British porcelain, china and tableware figure prominently in window displays, and there has been an enthusiastic reception to new lines, combining traditional craftsmanship with the most elegant modern design.

British toys are highly popular in the region, to the extent that there is a thriving Dinky Toys Club, celebrating its tenth anniversary this week with a special display and afternoon demonstration.

At the very highest end of the quality scale a group of Lyons retailers *'Commerce et Qualité'*, dealers in jewellery, watches, antiques, clothing, furnishing fabrics, etc. are devoting their annual exhibition to a display which emphasizes the excellence of British design and tradition. The British Week Office has co-operated in providing an appropriate decor, which should be a highlight of the British Week. The main impetus is from French retailers in Lyons, proving that the enthusiasm of retailers provides an important incentive to British Week.

The Foire de Lyon

Earlier this year, during the Foire de Lyon, which is one of the most famous and widely attended trade fairs in Europe, it was proved that British goods had a great attraction for the Lyonnais market; among many others, exhibitors showing pottery, china and glass, hand tools and costume dolls, had particular success. This combined venture, sponsored by the Board of Trade, was so successful that plans are going ahead for an even larger participation next year. Already Britain's was the largest official entry of any foreign country and, overall, the number of British exhibitors was second only to West Germany and Italy, traditional foreign suppliers to south-east France.

It is impossible to describe fully the range of goods for which there are opportunities in Lyons. As always the important factor to achieve success must be the personal contact between manufacturer and retailer or agent; few British export salesmen, in any field, have left Lyons, after consultation with the British Week Office, without finding preliminary orders, however small. Here, as in any other market, the basis of an entry is a visit by a qualified salesman, who can discuss any problems which may arise on the spot.

It has been proved many times, and in many markets, that for fruitful sales development there is no substitute for direct contact between manufacturer and agent/wholesaler/retailer: it is an old export saying, true today, that one hour of personal contact is worth 50 letters.

What Britain has to offer

The British Week in Lyons has been in active preparation for nearly two years, and is now ready to prove to a vast region that Britain has much to offer in commercial terms – quite apart from pageantry, pomp and history.

These aspects of Britain of today and yesterday, are, of course, not forgotten. A British Week goes far beyond the development of commercial interests in creating a British atmosphere in a foreign town: in previous cases, with great success. Düsseldorf, Copenhagen, Amsterdam and Milan have all in turn 'gone British' for a week.

The Lyons Week will undoubtedly be the biggest so far in the scope of its supporting events. There will, of course, be the familiar British double-decker bus and helmeted policemen. The

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The 48th International Trade Fair at Lyons during March and April was an important curtain-raiser for British Week in Lyons. In this picture Lord Brown (second from right), Minister of State, Board of Trade, turns to look at a poster advertising the British Week during his visit to the fair on 'British Day' – the day after the opening.

military bands, sporting, cultural and popular events, plus decoration in the streets, shows presented by top British fashion houses, a film premiere, performances by the English Opera Group, art exhibitions, a 'pop' concert, and many other features and exhibitions, will all have their place during the Week.

A notable attraction will be the Sir Arthur Conan Doyle exhibition in the Librairie La Proue. The Lyons police laboratories were named in honour of Conan Doyle's close links with criminological research, and the exhibition will include Sherlock Holmes and other manuscripts. Copies of Conan Doyle's books in French and English will be on sale.

In Lyons the main attack is on the consumer and consumer durable market. However a flanking attack of some significance is being directed at the capital goods market, not to be ignored in so important an industrial region. In this sphere, the main showcase is the new Pavilion of Technology covering a multitude of fields in which Britain leads in technological development: nuclear power stations, hovercraft, monorail systems, heart-lung machines, electron microscopes, desalination plant, automation equipment, sea drilling rig, suspension bridges, to name a few at random. A large supplementary programme of industrial films, demonstrations and lectures is also being arranged.

Now is the time for those who have not come in so far to take the plunge. It is in the interests of those who are here already to sustain their sales effort after the British Week and exploit the goodwill and publicity it will have generated. It must not be forgotten that lessons learned in Lyons can readily be applied to other provinces: the fruit is waiting to be gathered.

Visit of Mr. Douglas Jay to the British Week in Lyons

MR. DOUGLAS JAY, President of the Board of Trade, will attend and speak at the opening ceremony of the British Week in Lyons today (October 21). He will also attend the luncheon at the Prefecture in Lyons, after which he will hold a press conference.

Mr. Jay is attending the Ministerial meeting to be held at Chequers on October 22, and has regretfully been obliged to curtail the programme which he intended to follow during his visit to Lyons.

Lord Brown, Minister of State, Board of Trade, is also expected to arrive in Lyons on October 21.

Lord Brown will undertake a number of engagements which Mr. Jay will now be unable to fulfil as a result of the Chequers meeting.

BRITISH WEEK in LYON

October 20-29, 1966

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Annual Report on Local Employment Acts 1960 and 1963

THE SIXTH ANNUAL REPORT to Parliament by the Board of Trade on the discharge of their obligations under the Local Employment Acts 1960 and 1963, for the year ended March 31, 1966, was published on October 19.

The report shows that during the year the Board of Trade offered assistance amounting to over £42 million towards 1,250 projects in Great Britain, which were expected, based on estimates supplied by firms, ultimately to create employment for over 92,000 people. In 1964/65 the comparable figures were £40 million, 971 projects and over 60,000 jobs.

Projects in development districts in Glasgow and the central belt of Scotland (£14.1 million) and the North East of England (£13.7 million) accounted for well over half the total assistance offered, and those on Merseyside (£7.1 million) accounted for almost a half of the remainder. The engineering industry (£13.1 million) was offered the largest amount of assistance followed by the motor industry (£4.1 million), and the textiles, clothing and footwear industries (£3.8 million). Of the total amount offered of £42 million, some £12 million was in respect of factories and factory extensions to be provided by the Industrial Estates Management Corporations on behalf of the Board of Trade, £9½ million was offered as loans and £20 million as grants.

Copies of the Report may be obtained from HMSO, 49 High Holborn, London, W.C.1, or through any bookseller, price 1s. 9d. (by post from HMSO, PO Box 569, London, S.E.1, price 2s. 1d.).

Notes:

The main purpose of the Local Employment Acts 1960 and 1963, is the provision of employment in development districts, which are localities in Great Britain where high and persistent unemployment exists or is threatened. The Northern Ireland Government operate their own scheme.

The development districts at March 31, 1966 contained 16.8 per cent of the insured employment of Great Britain.

Under the Acts the Board of Trade are empowered to:

(i) acquire land and buildings, and to build factories and other premises for rent or purchase;
(ii) make loans and grants for the general purposes of undertakings;
(iii) make grants of 25 per cent of the cost of providing premises;
(iv) make grants of 10 per cent of the cost of plant and machinery.

General purpose loans and grants and building grants are offered on the advice of the Board of Trade Advisory Committee, an independent group of business and professional men set up under the 1960 Act.

In order to attract industry to development districts the 1960 Act also empowers other Ministries to make grants to local authorities for the rehabilitation of derelict land, and grants for the provision of basic services, and the Ministry of Labour to pay grants and allowances for the transfer to projects in development districts of key-workers employed elsewhere.

Under the Industrial Development Act 1966, which came into force on August 19, 1966 (see *Board of Trade Journal* of that date) the plant and machinery grants have been replaced by investment grants which have also superseded the system of investment allowances. The Industrial Development Act has in other respects extended the Local Employment Acts and created wider development areas to replace the former development districts.

The first of a series of articles outlining progress in the Development Areas will be published in next week's issue of the *Board of Trade Journal*.

Orders under the Prices and Incomes Act

MR. MICHAEL STEWART, the First Secretary of State, has given notice of his proposal to make two orders under Section 29 of the Prices and Incomes Act. The formal notices were published in the *London Gazette* for October 14.

The two notices relate to:

(i) employees covered by an agreement made on July 12 between Thorn Electrical Industries and the Association of Supervisory Staffs, Executives and Technicians and the National Association of Clerical and Supervisory Staffs.

(ii) employees covered by the General Cost-of-Living Bonus Agreement made between the Newspaper Proprietors' Association and a number of printing trade unions.

A notice is also to be given in respect of employees in newspaper distribution who are covered by an agreement linked to that referred to in (ii) above.

The notices incorporate the texts of draft orders under Section 29 of the Act. The First Secretary of State must consider any representations made within 14 days, before proceeding to make an order under this section. If the orders are made in the form proposed, the employers concerned will be required not to pay more, from the date of the order, than they paid for the same kind of work before July 20, 1966, unless they have obtained the written consent of the Minister of Labour to the payment of a higher rate.

On October 18 the First Secretary of State gave 14 days' notice of his intent to make an Order against Wholesale Newspaper Distributors to stop pay increases under Cost-of-Living Agreements as anticipated in the above announcement.

Lord Brown to visit the South west

LORD BROWN, the Minister of State at the Board of Trade responsible for the promotion of exports, will visit Bristol and Gloucestershire on October 24 and 25 as part of his programme of regional visits.

On October 24, Lord Brown will visit Strachan and Henshaw Ltd., engineers, at Bristol, and after meetings with the President of the Bristol Chamber of Commerce and Shipping and with the respective Chairmen of the South West Economic Planning Council and the South West Economic Planning Board, the Minister will speak at the annual dinner of the Bristol Junior Chamber of Commerce and Shipping.

On October 25, Lord Brown will visit J. Allen Rubber Co. Ltd., makers of rubber gloves at Lydney, and Rank-Xerox Ltd. at Mitcheldean, and Walker Crosweller & Co. Ltd., Cheltenham, engineers. The Minister will have lunch with a small number of exporters from Gloucester and Cheltenham and in the evening address the Berkshire and North Hants Productivity Society in Reading.

'Good neighbour policy' at Durham advance factory

WHEN THE Steel Barrel Scammels and Associated Engineers Ltd., moved into an advance factory on the Harelaw Industrial Estate at Stanley, Co. Durham, they adopted 'a good neighbour policy that was remarkable in its rareness' according to Mr. Ronald Wood, Regional Controller, Board of Trade (Northern Region) when he officially opened the factory on October 10. The firm's executive director, Mr. E. J. Aaronson, had begun preparing a programme to ensure the availability of suitably trained labour to move into the factory when ready. He saw the main engineering employers in West Durham and also National Coal Board officials to assure them that his intention was not to poach labour but to recruit redundant workers.

Mr. Wood said that in April 1966 less than 8½ months from the date of application for factory space, the English Industrial Estates Corporation had the first 45,000 sq. ft. of factory space ready for the company to move into. Since then further space had been completed and by the end of October the company will be in possession of three-quarters of their factory. The 150,000 sq. ft. development stands on over 30 acres, giving room for further expansion.

Progress, said the Regional Controller, had been exceptional and stemmed from Mr. Aaronson systematically and enthusiastically pursuing his original decision to establish a manufacturing unit at Stanley to ensure alternative employment for redundant Durham miners.

Board of Trade buys land at Douglas for two advance factories

THE BOARD OF TRADE has completed negotiations for the purchase of nearly 11½ acres of land at Douglas, Lanarkshire, for the building of the two advance factories previously announced. The land has been purchased from the Douglas and Angus Estates, who have readily co-operated with the Board in this project to bring new employment to the district.

The site is on the east side of Glebe Avenue alongside the route of the proposed Douglas by-pass, where both the 18,750 sq. ft. factory and the 12,500 sq. ft. factory will be accommodated. There is sufficient space to permit considerable later expansion of both factories. Tenders for the factories are being sent out in the next few days by Scottish Industrial Estates Corporation, who hope to commence building work by the middle of November.

Lord Rhodes, Parliamentary Secretary, Board of Trade, in discussion with a party of business executives from Kenya, visiting Britain for one month as guests of the Commonwealth Office, under arrangements made by the Central Office of Information. From left to right: Lord Rhodes; Mr. A. K. Ngumba, managing director, Minafken Ltd., Nairobi; Mr. A. O. Kutahy, assistant executive officer, Federation of Kenya Employers, Nairobi; Mr. J. H. Gaya, branch manager, Kenya Farmers' Association (Co-operative) Ltd., Kericho.

Birmingham C of C mission to South Africa

LED BY Mr. Oscar Hahn, president of the Birmingham Chamber of Commerce and Industry, a senior eight-man mission of Birmingham industrialists leaves for South Africa on November 4 for a 2½ week stay during which it will visit Johannesburg, Durban, Port Elizabeth and Cape Town. The mission is being arranged in co-operation with the British National Export Council's Southern Africa Committee.

Display and conference facilities abroad

IT FREQUENTLY HAPPENS that a British firm or group of firms, with export trade in mind, seeks suitable premises and facilities in an overseas city for a meeting, reception, demonstration, film show, or presentation of new products. Whatever may be envisaged falls far short of a trade fair or major convention; it will usually occupy modest space and only a day or two in time.

Her Majesty's Government representatives in countries abroad can often help by the discovery of suitable premises and facilities that may be had freely or cheaply. In a few cases official premises may be available for approved promotions; in others it is possible to get the use of the conference rooms of the British or indigenous Chamber of Commerce; sometimes an appropriate venue is to be found within a university or at the premises of a relevant institution.

It is not expedient to attempt a massive compilation of such facilities world-wide. Changes are frequent. Some premises will be available at one period but not another. Some hosts would welcome one category of visitor but not another. Particular requirements, like provision for refreshments or the availability of film projectors, demand particular inquiries.

It is therefore proposed that those who seek such facilities should apply to the Board of Trade, who will immediately submit the case to the overseas post concerned and return a tailor-made answer. Inquirers should give the longest possible advance notice and address their requests to Mr. A. B. Savage, Board of Trade, Queen Anne's Mansions, London, S.W.1.

NRDC executives in North America

MR. J. C. DUCKWORTH, managing director, and Dr. B. J. A. Bard, chief executive of the Department of Applied Science of the National Research Development Corporation left for North America on October 16 to promote the corporation through meetings with some of its major licensees and contractors, and by participating in important conferences in the United States and Canada. In its most recent annual report the corporation drew attention to the fact that a substantial proportion of its current income is received in dollars, notably from the licensing of pharmaceutical products.

They will attend the conference of the Licensing Executives Society in New Orleans, where Dr. Bard will speak on NRDC's role as a licensor of public inventions through the patent system. Mr. Duckworth will subsequently speak at the Canadian Department of Industry's Seminar, on 'Industrial Productivity through Process Control'.

'Call Export Intelligence'

THE BOARD OF TRADE'S 'Call Export Intelligence' advertising campaign has now entered a new phase. As before, the purpose is to publicize the wide variety of Board of Trade services freely available to all exporters. Help with planning overseas visits, obtaining overseas contracts, marketing abroad and obtaining agents are highlighted in the current advertisements but the campaign will continue to draw attention to the full range of services.

More and more businessmen are discovering the value of these services. As a direct result of the advertising, over 18,400 inquiries have been made to Export Intelligence offices in London and other parts of the country since the campaign opened in April 1965.

Exporters are invited to call Export Intelligence for:

1. Guidance on individual export problems.
2. Information on the most likely market(s) for product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licensees to manufacture a product abroad.
10. Guidance on how to market and advertise a product abroad.
11. Evaluation of product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

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COCKERMOUTH 3498

Application for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by November 4.

Tariff heading	Proposed definition for tariff purposes	Asked for as	Exemption required until	Reference
29.01	Cyclo-octene	As in previous column	December 31, 1967	6916
29.42	*pseudo*Ephedrine	d-Pseudo ephedrine alkaloid.	December 31, 1967	6915
73.02	Ferro-Vanadium	As in previous column	March, 31 1967	9424

Application for re-imposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty as from December 31 on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
29.02	Dichloromethane	6711
29.14	2-Ethylhexyl acrylate	8176
29.22	*N*-1:3-Dimethylbutyl-*N'*-phenyl-*p*-phenylenediamine	6842

Application for drawback on imported glassware and pottery for export

THE BOARD OF TRADE give notice that they are considering an application for the widening of certain existing drawback schemes in order that drawback can be allowed on:

(1) **Imported goods**

Glassware imported under tariff headings 70.13 and 70.14.

Exported goods

Glassware of a kind commonly used for table, kitchen, toilet, domestic or office purposes but not allowable on the exportation of goods incorporating such articles as, or as part of, the packing, container or get-up of the goods.

(2) **Imported goods**

Articles of ceramic materials imported under tariff headings 69.11, 69.12 and 69.13.

Exported goods

Articles of ceramic material of a kind commonly used for table, kitchen, toilet, domestic or office purposes but not allowable on the exportation of goods incorporating such articles as, or as part of, the packing, container or get-up of the goods.

Any interested party wishing to support or oppose this application should do so in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than November 4, 1966.

Open General Licence for iron and steel scrap

AT THE REQUEST of the Ministry of Power the Board of Trade announce that arrangements have been made to permit exports of certain grades of iron and steel scrap.

The current Open General Licence expires on November 17. A new Open General Licence has been issued permitting the export to any destination (except Southern Rhodesia) from November 18 to January 17, 1967, of iron and steel scrap not exceeding an f.o.b. value of £25 per ton *other than:*

(i) material derived from armour plate,
(ii) material derived from goods of a description included in Group I of Schedule I to the Export of Goods (Control) Order, 1965, as amended,
(iii) material wholly or partly coated or clad with copper or copper alloys containing 50 per cent or more by weight of copper,
(iv) compressed unused sheet and sheet cuttings, and
(v) cast iron, except iron in consignments containing not more than 15 per cent by weight of cast iron.

This extension of the period of permitted export reflects the supply position of scrap in the United Kingdom. Reasonable notice will be given of any future licensing arrangements.

Inquiries other than press inquiries should be made to the Board of Trade, Export Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757). Copies of the Open General Licence will be obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches.

Note:

This new Open General Licence allows for a further period of two months the continued free export of certain grades of iron and steel scrap, while still controlling exports of good quality steel scrap and cast iron scrap. The position will be reviewed before the expiry of the new licence.

Success of mission to Libya

A 17-MAN SELLING GROUP, sponsored by the British National Export Council as well as by the newly-formed Building Materials Export Group, which returned recently from Libya, was a most successful initial project for the Group, whose first mission it was.

Included in the party were representatives of architectural, planning consultant and civil engineering firms as well as manufacturers of building materials. A great deal of information about the potentialities of the market has been obtained, and a clear picture has emerged of a rapidly growing economy with considerable possibilities for the British manufacturer. It is, however, a market with many local peculiarities which will need sympathetic and specialized treatment if the full potential is to be achieved.

Very valuable contacts, at both governmental and commercial level, were established, and will be sustained by the Embassy's commercial department, who are arranging showings of films, provided by British building material producers in Tripoli. An exhibition of building materials is being arranged in Benghazi within the next few months as a joint venture.

Imports from Rumania

THE BOARD OF TRADE have announced in Notice to Importers No. 1165, dated October 18, 1966, that the licensing arrangements for imports from Rumania are being continued on broadly the same basis as hitherto for the current period which will expire on September 30, 1967. Certain quotas have been increased. Full details and the list of quotas appeared in the *Board of Trade Journal* of September 30, 1966, page 826.

Exchange control: Burma

HM TREASURY announce that an Order (S.I. 1966, No. 1309) was made on October 18 excluding Burma from the list of Scheduled Territories for the purposes of the Exchange Control Act, 1947.

The effect is that transactions between residents of the United Kingdom and residents of Burma are made subject to the same exchange control rules as transactions between residents of the United Kingdom and residents of all other countries outside the Scheduled Territories (except Rhodesia). The Burmese Kyat becomes a foreign currency. The Bank of England are issuing instructions to banks, etc.

The authorities concerned in the other Scheduled Territories are being informed and invited to take similar action.

Rehearing of appeal by Air Transport Licensing Board

THE BOARD OF TRADE have ordered the Air Transport Licensing Board to rehear applications by Cambrian Airways Ltd. and British Eagle (Liverpool) Ltd. relating to the operation of air services on the routes Liverpool and/or Southampton/Paris and Liverpool and/or East Midlands/Paris. British Eagle had appealed against the grant of a licence to Cambrian Airways Ltd. and the refusal of their own application. The Commissioner appointed to hear the appeals, Sir Henry Smith, KBE, CB, recommended allowing both appeals, but in view of the materially altered case as presented to the Commissioner the Board of Trade consider that it ought to be referred back to the Licensing Board for a rehearing.

Copies of the Commissioner's report to the Board of Trade and of the Board's Order are available on request from the Board of Trade, Civil Aviation Department, Branch AGP2, Shell Mex House, Strand, London, W.C.2.

West Midlands advisory committee for civil aviation

THE BOARD OF TRADE has appointed a further member to the recently established West Midlands Regional Advisory Committee for Civil Aviation. He is Mr. J. R. Croft, chairman and managing director of Fownes Gloves Ltd., and chairman of Worcester City Town Planning Committee.

The appointments of other members of the committee were announced on June 22, 1966.

Grants for research in social science

THE SOCIAL Science Research Council announce that grants for research in social science totalling £274,099 for new projects and £14,664 supplementary grants for existing projects have been authorized by the Social Science Research Council since April 1, 1966. The grants cover 39 subjects.

Machine Tool Technical Committee

THE MINISTER of Technology has set up a Machine Tool Technical Committee under the chairmanship of Sir Steuart Mitchell with the following terms of reference: 'To advise the Ministry of Technology and NRDC as required on any technical matters concerning machine tools, including in particular:

'(a) trends in methods of cutting, forming and shaping metal, and in design, function and construction of machine tools and associated equipment;

'(b) the directions in which the needs of users are likely to develop;

'(c) whether, in the light of (a) and (b), the needs of users are being satisfactorily catered for by existing research, development and support programmes, and if not, what additional action is desirable;

'(d) the selection of projects for support by research and development contracts or in other ways.'

This Committee replaces the Machine Tool Development Committee and the Machine Tool Projects Advisory Committee, and will absorb certain of the functions of the Machine Tools Co-ordinating Committee which is being wound up by the Science Research Council.

Trading stamps and coupons sent by post

TRADING STAMPS, vouchers, coupons and similar documents which are exchangeable for money, goods or services, are now looked upon by the Post Office as 'paper money'.

Only if they are sent by Registered Letter post, and enclosed in a registered envelope sold by the Post Office will compensation be considered if they are lost. They must not be sent by Recorded Delivery or by Registered Parcel post, and if they are, no compensation will be paid.

Trading stamps, holiday stamps, luncheon vouchers, book tokens, cigarette coupons, tea stamps and such like vouchers have a market value and, therefore, the Post Office has brought them into line with bank notes, money and postal orders, postage, revenue and National Savings stamps, bills, of exchange, etc.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 2653-6).

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2. (*Tel. Monarch* 6699). *The department has* 16 *local offices. See May* 27 *issue for addresses.*

Demonstrating the Marconi 10*-inch field X-ray image intensifier to Russian medical experts at the St. Albans works of Marconi Instruments Limited. Picture shows (left to right) Mr. R. Sinclair, Marconi Instruments sales manager, Image Intensifier Division; Professor I. L. Tager, Head of the Academy of Medical Sciences and Director of the X-ray Department in the Cancer Research Institute, Ministry of Health, Moscow; Dr. A. P. Chuev, Scientific Counsellor, Embassy of the USSR, London, and Dr. N. Zdanova.*

Mr. P. J. Shaw, chief manager of the Midland Bank's Overseas Branch, and Mr. V. M. Kosolapov, chief accountant and member of the board of the Bank of Foreign Trade of the USSR, signed a financial agreement for £1.6 *million on September* 15. *The agreement covers part of a* £2.2 *million contract for the supply of cigarette-making machinery for use in Soviet tobacco factories. Mr. J. A. Hamilton, financial director of Molins, Machine Co. Ltd., the manufacturers, watches the signing.*

New Books

Computers '66; an Annual Survey of the Computer Industry in Britain. (220 pages. Digest Data Books Ltd., 30s.) This is the first issue of a new annual publication which should be of great interest to all potential and prospective computer users. Principally it comprises three directory sections. The first of these is a guide to manufacturers, in which data on all models of computer currently in production is presented in tabulated form. This includes information on nature of input, type of output, data storage facilities, special features, price or rental, and waiting time for delivery. Another section contains similar tabulated information on computer service bureaux and computer time brokers in the United Kingdom – a valuable guide for those organizations which do not have sufficient work for a computer to justify having their own installation, but which, nevertheless, wish to enjoy the benefits of modern computing machinery. The last, and largest, directory section is a guide to British computer users, showing the model of computer installed, particulars of the tasks on which it is being used, the number of programmers and other staff employed, and comments of the installation manager. The section offers a valuable pooling of experience on the use of computers, which cannot fail to be of interest to all computer users and potential users. There are also a few short articles, including a review of developments in the past year.

Central and Local Government, by R. E. C. Jewell. (295 pages. Charles Knight & Co. Ltd., 42s.) This book is based on the Central and Local Government syllabus for the intermediate examinations of the Diploma in Government Administration and the Diploma in Municipal Administration. In consequence it attempts to cover a very wide field in a comparatively small number of pages, and the treatment tends to be superficial. The whole field of central government is dealt with in the first 90 pages, local government being covered in the next 115. The last part of the book is devoted to a discussion of some major current problems of public administration. The main value of the book, and this makes it of interest to a far wider audience than the students for whom it is primarily intended, lies in its attention to the most recent developments. Chapters are devoted to economic planning and regional government, to the recent reorganization of local government in Greater London, and to current discussions on Parliament and the machinery of government; while such matters as Newcastle-upon-Tyne's appointment of a 'principal city officer', the provisions of the Rent Act 1965, and the work of the Law Commission are dealt with in their place.

Gold and World Power, by Sidney E. Rolfe. (276 pages. Macmillan, 30s.) The balance of payments problems now facing the United Kingdom and the United States have already given rise to an extensive literature. Mr. Rolfe's book is a useful addition to this literature, for its provides a readable and easily understood account of the problems involved, set in the context of the existing world monetary system. The book is organized in three main parts. In the first, Mr. Rolfe examines the basic accounting and concepts of the balance of payments, and how the balance of payments of a country is adjusted so as to eliminate deficits and surpluses. This leads to an examination of the origins of the existing international payments system in the world monetary conference at Bretton Woods, New Hampshire in 1944, including reference to the historical and political background. In the second part, the current situation and future prospects of the United Kingdom and the United States are considered in detail; the 52-page chapter on the United Kingdom will be of particular interest to British readers. Finally, the various plans which have been put forward in recent years for reform of the world monetary system are reviewed, and the prospects for reform are considered. A selected bibliography and an index complete the book.

Market Research and British Industry. A Pilot Study into the Uses of and Attitudes towards Industrial Market Research at Home and Abroad. Analysed by Max K. Adler for Taylor, Nelson & Associates Limited and John Tyzack & Partners Limited. (68 pages. Hallam Press, 10 Hallam Street, London, W.1, 10s.) This survey attempts to find out what industry thinks about industrial market research, how useful it is, what the objections to it are, and for what purposes it is used. Special emphasis has been given to industrial market research in the export field. The survey is based on 43 interviews, and, as a pilot study, is considered by the author to be only a starting point from which a large-scale study might be developed. In the introductory chapter the general features of sales organization within the firms interviewed is discussed. The main body of the work is then divided into three parts – market research departments in industry, their extent, methods of use, advantages and disadvantages; market research consultants in industry, their extent and methods of use, and the attitudes to them within companies; and export market research, which deals with the importance of exports, methods of acquiring information abroad, and the role of the Government (a section which discusses the Government scheme for sharing the costs of export market research surveys). Two appendices contain technical details of the way in which the survey was conducted, and the questionnaire on which the interviews were based.

Report of a Mission to the United States, April-May 1966. Prepared by the British Cycle and Motor Cycle Industries Association Limited. (24 pages. Copies available from the Association, Starley House, Eaton Road, Coventry.) In mid-1965 the Association decided to organize a mission of members to the United States. This account is useful not only as a report to this particular industry, but also as a general guide to the planning and conduct of all such missions. The Association considers that the visit was most valuable and should in the long term lead to a strengthening of the industry's already powerful position in the United States market, but it stresses that follow up, either by individual visits or by a further mission, will be vitally important. There is a statistical appendix to the report.

A Bibliography of Critical Path Methods. (72 pages. Hampshire Technical, Research, Industrial, Commercial Service, Southampton Public Libraries. Civic Centre, Southampton. 21s.) The common-sense approach to various management or production problems has often in the past resulted in economies and more efficient methods. Nowadays as such problems become more complex and the pertinent factors too numerous to comprehend readily, new techniques have been evolved to supplant the empirical approach. These techniques are based on network analysis and a rash of acronyms has appeared to cover the various systems; thus we have PERT, RAMPS, LESS, SCAN, etc. The need for such systems became apparent when huge industrial projects were undertaken and it is not surprising that they have been developed mainly in the aerospace industries. But other large industries, notably the construction industries, were not slow to realise the potential benefits and apply these new management techniques. This bibliography does a service in providing a useful, but unannotated, guide to the literature. The arrangement is by the system under consideration, sub-divided into principles and practice, followed by applications. Periodical articles, reports and books are included. As an appendix there is a list of firms offering computer facilities for network analysis. Perhaps in future bibliographies the compilers might consider using running headlines on each page as an aid to the user.

Books are Different. An Account of the Defence of the Net Book Agreement before the Restrictive Practices Court in 1962. Edited by R. E. Barker and G. R. Davies. (938 pages. Macmillan, £6 6s.) This volume gives in considerable detail the record of the Hearing of the Net Book Agreement which led to the court finding that resale price maintenance was not, in the case of books, contrary to the public interest. The judgment is reproduced at the beginning of the book for the editors are of the opinion that *inter alia* it contains a lucid analysis of the book trade and provides an excellent introduction to the issues on which the case was fought. Part one sets out the trade, legal, economic and accountancy background and part two covers the evidence placed before the court.

International Trade 1965. General Agreement on Tariffs and Trade. (280 pages. 17s. 6d., by post 18s. 6d., from HMSO and Government bookshops.) This annual review follows basically the pattern of its predecessors. There are sections dealing with recent trends in international trade; trade in primary commodities and manufactures; trade of industrial and non-industrial areas. Statistical information is conveyed in numerous tables and graphs in the text, as well as in a statistical appendix.

Other publications

FINANCE HOUSES ASSOCIATION LIST OF MEMBERS. September 1966. 8 pages. Available free from the Director-Secretary, R. G. Kirkpatrick, 15 Queen Anne's Gate, London, S.W.1.

THESE ARE YOUR MARKETS. A Guide to Trading Conditions and Establishing a Business in France. Westminster Bank Limited. 80 pages. Available free from the Public Relations Department, Westminster Bank Limited, 41 Lothbury, London, E.C.2.

Science abroad

The United Kingdom Scientific Missions overseas have prepared the following reports. Copies of the reports are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2. (Tel. Holborn 3422.)

I. Seventh Osaka International Trade Fair, April 9-29, 1966. II. Himeji Grand Fair, April 3-June 5, 1966, by C. S. Manders. 10 pages. *Japan* 63.

The Operation of a Federal Communications Commission Field Office, by H. K. Bourne. 3 pages. *UKSM Report no.* 66/42. The Federal Communications Commission, with headquarters in Washington, D.C., regulates communications in the United States by radio, wire and telegraph. A number of field offices are located in various parts of the country. This report describes the work of a typical field office.

Government sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Oct. 25 & 26	**Machine tools, miscellaneous stores . .**	**Central Ordnance Depot, Bicester, Oxon. .**	**Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. Bicester 2073.)**

Machine tools: Herbert pillar drilling 1-in. and 20-in. stroke shaping machines; Ajax bench drilling machine; Tangye 16-ton hydraulic press; Mitchell lathe 8¼ in. SS; Milford 10-in. double-ended grinding machine; Joshua & Heap 4-in. pipe screwing machine; Black & Decker refacing machine; J. Pickles 30-in. medium duty handsawing machine; Murex electric welding plant.

Miscellaneous stores: 41 Dennis medium fire pump trailers 350-500 gpm; fire extinguishers; 525 pairs binoculars; 252 telescopes; 31 monoculars; 248 Service wristwatches; theodolites; barometers; clinometers; micrometers; electric and electronic equipment; cine projectors; copy camera and photographic equipment; laboratory equipment; generating sets; electric furnace; welding electrodes; MT spares; gravity rollers; miscellaneous harness and saddlery accessories; paint; camping equipment; furniture; small hand tools; unworn clothing, including raincoats, mackintoshes, grey flannel trousers, sports jackets, blue serge trousers, jackets, waistcoats, Oxford and Derby shoes, ski and motor cyclists' boots, ladies' shoes, plimsoles, etc.; large quantity of shoe repairing tools and equipment and a large assortment of general stores.

Nov. 9 .	**Aircraft and aero engine spares, miscellaneous stores, including:**	**No. 16 Maintenance Unit, RAF, Stafford .**	**South & Stubbs (Dept. L), 28 Eastgate Street, Stafford. (Tel. Stafford 2331.)**

Standard 18 hp, Austin K5 and Caterpillar D8 engines; Land Rover, Austin and AEC spares; Coles crane spares; aircraft tools; Cooke, Troughton & Simms, Stanley, Watts and Ottway theodolites; aluminium boxes; wooden crates; pulley blocks and chains; radar and radio spares; 5 tons used tyres; miscellaneous chairs, lockers, tables, cupboards, etc.; parachute webbing and a large assortment of general stores.

Nov. 17 .	**Aircraft spares, miscellaneous stores, including:**	**No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.**	**Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. Kidderminster 2053.)**

Powered flying control and flight refuelling equipment; rubber dinghies; aircraft wheels; parachute assemblies; brake units; motors; trailer chassis; friction plates; cameras and photographic equipment; film and bromide paper; power distribution stands; generators; regulators; transformers; rectifiers; actuators; inverters; EMI recorders; RCA receivers; wooden cases and crates; steel pallets; webbing equipment; pedestal and various lamps; furniture; clothing, including greatcoats; raincoats; blouses; trousers; khaki drill; shirts, underwear, etc.; footwear; and a large assortment of general stores.

Nov. 22 .	**Machine tools, miscellaneous stores, including:**	**Royal Ordnance Factory, Royal Arsenal, Woolwich, London, S.E.18.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861.)**

Portable drilling machines; electric drills; buffers and grinders; hand drills; welding machines; hand presses; pneumatic head cutter; hand grinders; Sulzer and Tyngye self-propelling pumps; electric motors; wooden extending ladders 30 ft. and 35 ft.; steel lockers; metal bottling racks; radar and radio equipment; miscellaneous fans; electrical and wireless spares; photographic equipment; tool kits; batteries; blocks and tackle; wooden cases; tar and bitumen oil-fired heaters; Morris jib crane (10 cwt.); road making equipment; Johnson outboard motors; hutting accessories; large quantity of clothing and footwear.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
Nov. 1 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)

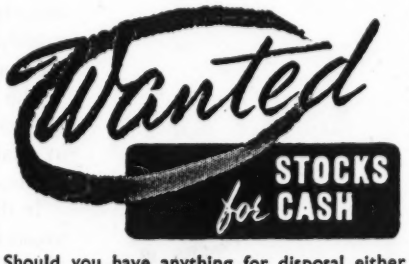
Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.

Postal codes for mechanized mails

MR. EDWARD SHORT, the Postmaster-General, announced on October 11 that postal coding is to start at Croydon on November 5 as a first stage in its spread to about 20 places in England, Scotland, Wales and Northern Ireland over the next two years. The PMG said that postal coding would eventually be extended to cover the entire country and so help to complete a major stage in plans for the mechanization of the postal services.

Explaining how the system would work, Mr. Short said that at Croydon in the beginning, and throughout the country eventually, every postal address would be given a postal code, usually consisting of six characters. The first three would represent the town or district in which mail was to be delivered, and the next three the actual street, or part of a street or an individual firm, if the firm received a large amount of mail.

A postman seated at a 'coding desk' would translate the code into 'language' that could be read by the high-speed electronic sorting machines developed by the Post Office. This 'language' would consist of phosphorescent dots on the envelope, and the letter could then be sorted automatically at all stages between the coding operator in the town where it is posted and the postman who delivers it. No human sorter would be required at all.



We are cash buyers of merchandise of every description. Also Clearance Stocks, Discontinued Lines, Surplus and Redundant Stocks also BOTTLES, Jars, Screw Caps, Cartons, and other Packaging Materials. In fact, goods of all kinds can be disposed of through us without delay, on the most favourable terms, and without trouble.

Should you have anything for disposal either now or at any future time please send us samples, full particulars and price on a cash settlement basis and the matter will have our immediate and careful attention.

RELIANCE TRADING CO.

23/25 CHARLES LANE, ST. JOHN'S WOOD, LONDON, N.W.1

Telephone: JUNiper 0701 *Grams:* Gordon, Juniper 0708

BUSINESS EXPANSION

SEE HOW MUCH LOWER YOUR COSTS WOULD BE IN THE NEW NORTH EAST It is now more advantageous than ever to choose a development area like the North East for business expansion.

New buildings—usually factories, but including offices and hotels as well—attract a 25 per cent Government grant provided new employment is created. In special cases, the grant can be 35 per cent. Taking tax allowances into account, this means that industrialists can recover 55 per cent of their investment in qualifying buildings (61 per cent in the case of the higher grant) compared with only 40 per cent in a non-development area.

The new 40 per cent machinery grant means that, with taxation allowances, there is a total recovery of 64 per cent of investment in qualifying plant and machinery. In a non-development district the figure is only 52 per cent.

In the past 5 years more than 130 firms from elsewhere have taken decisions to establish in the North East, taking advantage of the region's many assets—plenty of space, adaptable labour, good communications and the rest. Now is the time to join them.

For further information please contact
The North East Development Council,
20 Collingwood Street, Newcastle upon Tyne 1

stake your claim in the new North East now

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	159	127	168	190	156	+346	+202	+19	+57
1964															
4th quarter	127	130	148	143	125	107	159	124	177	191	154	+148	+ 76	+30	+15
1965															
1st quarter	128	132	152	146	127	108	160	131	168	193	156	+ 54	+ 29	—10	+12
2nd quarter	127	131	153	145	123	107	158	122	172	187	158	+ 95	+ 80	— 5	+ 7
3rd quarter	128	132	155	149	125	108	157	128	160	190	152	+131	+ 75	+21	+20
4th quarter	129	133	157	151	126	109	159	128	170	190	155	+ 66	+ 18	+13	+18
1966															
1st quarter	130	133	164	156	130	110	158	130	165	182	153	+ 63	+ 42	N/C	+17
2nd quarter		133				110		124	166				— 10	—15	+28
1966															
February		132				109									
March		135				110									
April		134				110									
May		133				111									
June		132				109									
July		134*				110									
August						109									

	ORDER		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1964													
4th quarter	162	124	127·6	+4·5	109·9	126·3	150·9	330	242	24,764	149	139	— 94
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127*	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—101
3rd quarter					114·7*	133·7*		322	253		161*	157*	
1966													
February	165	120	134·4	+4·5	114·1	131·3	165·4	277	281		159	159	
March	164	122	134·7	+4·3	113·9	131·9	167·2	274	285		158	153	
April	162	123*	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	162	127*	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127*	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160*	123*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August		115*	137·8	+3·8	114·1*	133·7*	169·8	318	255		164	163	
September					113.1*	133·7*		344	235		154*	158*	

* Provisional. † Not seasonally adjusted.

United Kingdom trade in September

TABLE 1 (A)

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance
1964	368	475	13	—45
1965	394	480	14	—23
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—46
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—42
1965 1st quarter	383	458	13	—14
2nd quarter	381	485	13	—41
3rd quarter	399	489	15	—26
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1966 1st quarter	414	507	16	—26
2nd quarter	394	495	16	—36
3rd quarter*	426	515	15	—24*
January	396	506	16	—48
February	432	508	17	— 7
March	415	507	15	—24
April	415	502	16	—20
May	422	520	17	—30
June	345	466	15	—57
July	408	527	14	—49*
August	440	524†	17	—17*†
September*	429	493	15	— 2*

*Provisional estimates.
†Revised estimates.

TABLE 1 (B)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·3
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter*	401·8	502·1	13·9
January	378·0	524·4	14·8
February	412·7	472·0	15·6
March	476·4	549·1	20·3
April	384·5	496·0	15·5
May	440·7	508·2	17·3
June	373·6	493·7	15·6
July	395·8	517·6	12·6
August	403·6†	493·8†	15·2
September*	405·9	495·0	13·8

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THERE WAS another high figure for exports in September. Recent monthly totals have been distorted by the seamen's strike, and this may continue for some time to obscure the underlying trend. Imports in September were sharply lower after the high figures in the two previous months which had been inflated by arrivals of goods delayed by the strike. The trade deficit in September fell back further and was very small.

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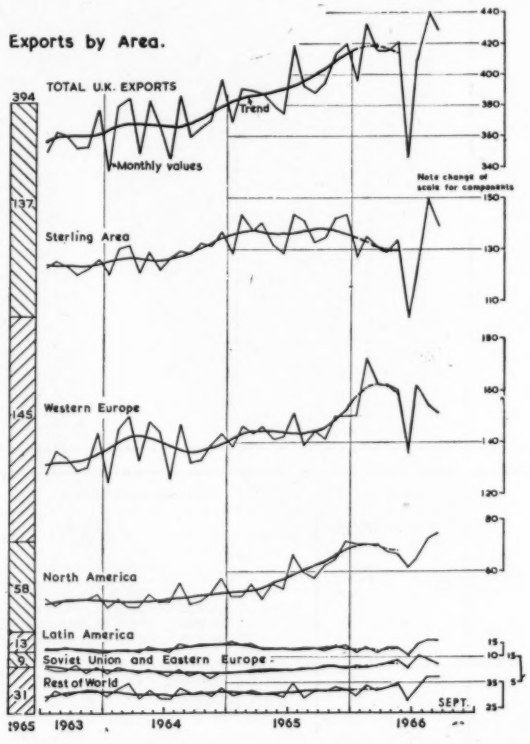

Table 2. United Kingdom exports: Areas†

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
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1965 Year	137	145	75	56	58	13	9	31	394
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2nd quarter	121	152	76	59	65	12	12	33	394
June	103	134	68	52	61	10	10	28	345
July	123	162	80	65	64	14	14	32	408
August	149	154	75	60	72	14	12	37	440
September*	139	151	77	56	74	15	11	37	429
2nd quarter	121	152	76	59	65	12	12	33	394
3rd quarter*	137	156	77	60	70	14	12	35	426

*Provisional estimates.
†From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world'

PRESIDENT'S COMMENT ON THE TRADE FIGURES

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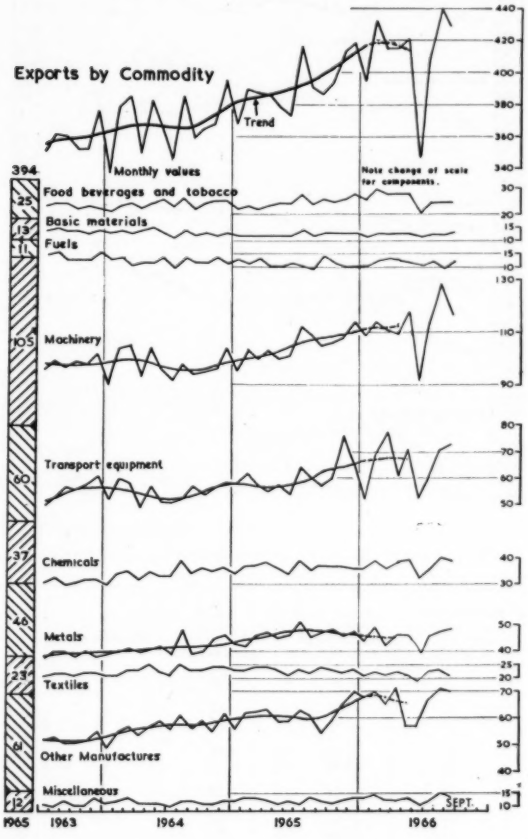
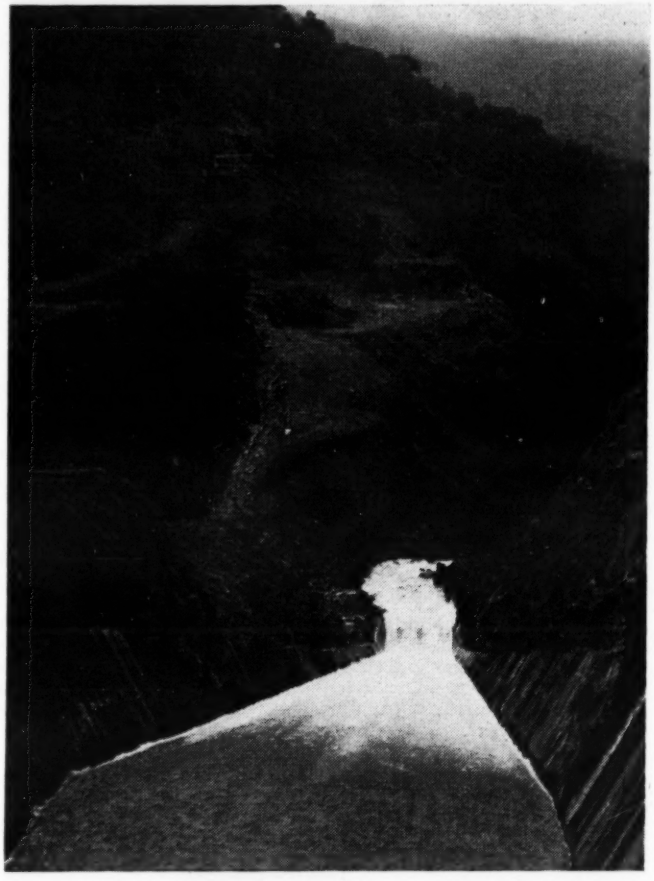


CIVIL ENGINEERING EXPORT ORDERS



The 4,800 million gallons Guma Dam, near Freetown, Sierra Leone, is now full, following the completion of major works by Taylor Woodrow of Sierra Leone Ltd. for the Guma Valley Water Board. Highest maintainable yield, with all catchments led in, will be over 19 million gallons a day. The photograph was taken looking down the 850 ft. long spillway, which terminates in a flip bucket to prevent scouring of channel. At full spate, water travels at about 90 miles an hour. Consulting engineers were Howard Humphreys & Sons, of London and Reading.

Table 3. United Kingdom Exports: Commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous	Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures		
					Total	Machinery	Road motor vehicles	Other transport equipment						
1965 Year	25	13	11	333	165	105	47	13	37	46	23	61	12	394
3rd quarter	26	13	11	337	169	109	47	12	37	48	23	59	13	399
4th quarter	26	13	11	347	177	110	49	19	37	47	23	64	12	410
1966 1st quarter	28	13	12	348	177	111	47	20	37	45	21	68	13	414
2nd quarter	26	13	11	332	169	107	46	16	37	44	21	62	12	394
June	21	12	10	294	144	92	38	15	33	39	19	57	10	345
July	25	13	12	348	175	115	49	12	37	46	23	67	12	408
August	25	13	9	381	198	128	58	13	41	47	23	71	15	440
September*	25	14	12	367	187	117	46	25	40	48	21	70	13	429
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3rd quarter*	25	13	11	366	187	120	51	17	39	47	22	69	13	426

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(Text and tables continued on next page)

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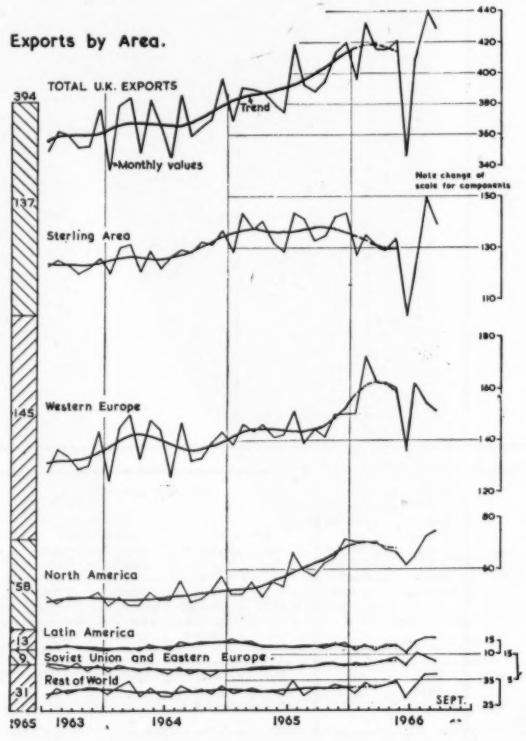

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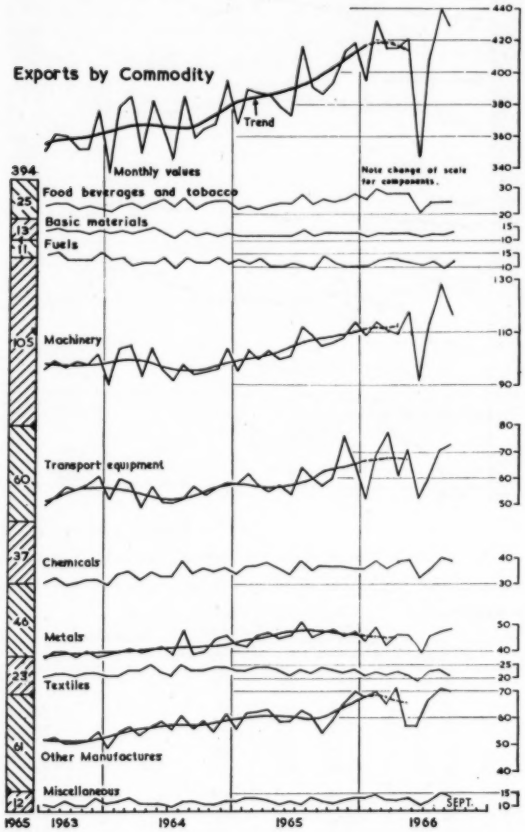
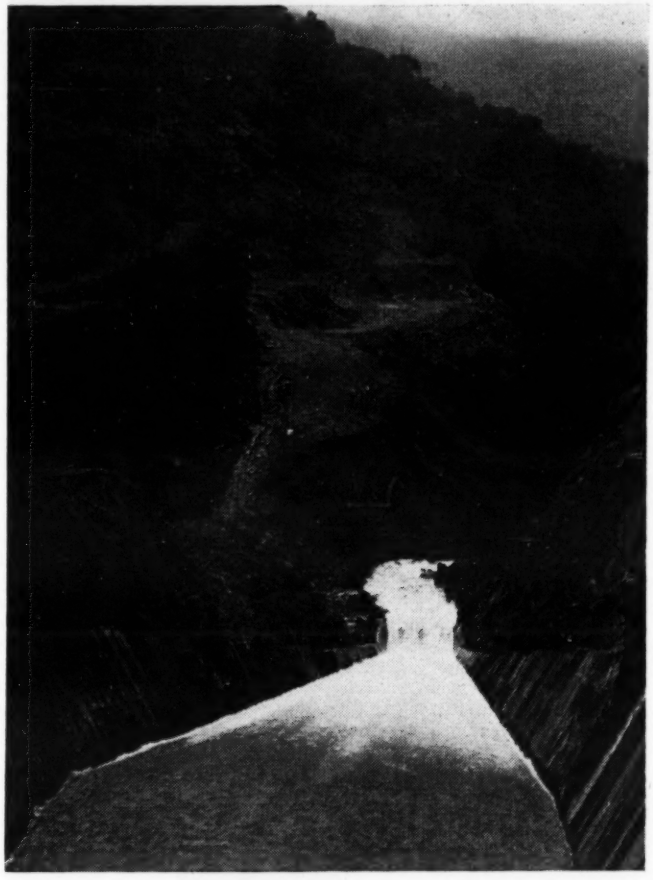


CIVIL ENGINEERING EXPORT ORDERS



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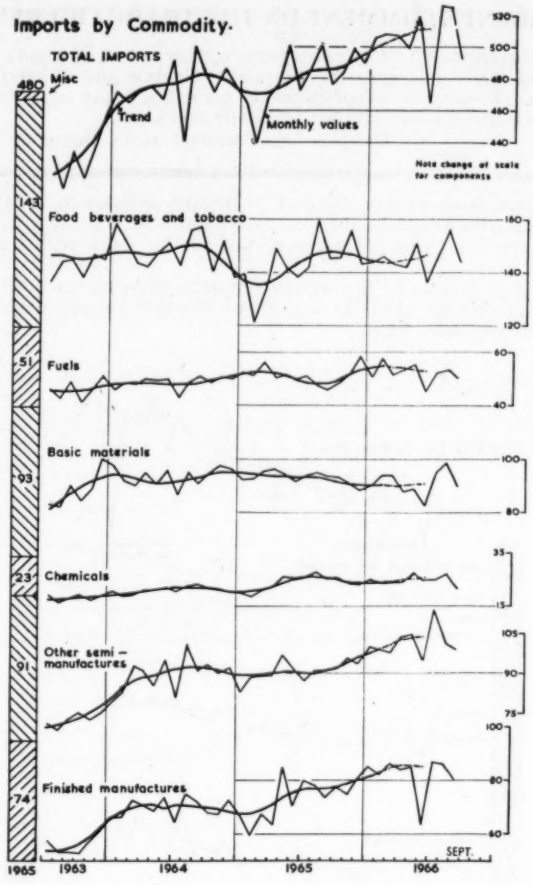
(Text and tables continued on next page)

Ploughing in Kenya with a BMC Minitractor. Fitter with a two-furrow 24 in. disc plough it works to a depth of about 10 in.



Imports

Imports in September fell sharply, to £493 million, seasonally adjusted, after the temporary spurt in arrivals in July and August which followed the shipping strike. The distortion in the timing of arrivals clearly is still affecting the figures, and no reliable assessment of the underlying trend can be made. There is a suggestion in recent figures, particularly for September, that imports of manufactures, and especially finished manufactures, may have fallen back. Imports in the first nine months of this year averaged £506 million a month, 6 per cent higher than in the corresponding period of last year.

Table 4. Imports: Commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic Materials	Chemicals	Other semi-manufactures			
1965 Year	143	51	207	93	24	91	74	6	480
3rd quarter	149	48	210	94	26	90	77	6	489
4th quarter	148	52	208	91	24	94	78	6	490
1966 1st quarter	145	54	216	92	24	99	84	8	507
2nd quarter	143	52	213	86	26	102	82	6	495
June	136	46	204	83	25	95	74	6	466
July	146	52	235	95	26	114	87	6	527
August	156	53	226	98	27	101	86	6	524
September*	145	51	211	90	22	99	80	6	493
2nd quarter	143	52	213	86	26	102	82	6	495
3rd quarter*	149	52	224	95	25	105	85	6	515

*Provisional estimates.

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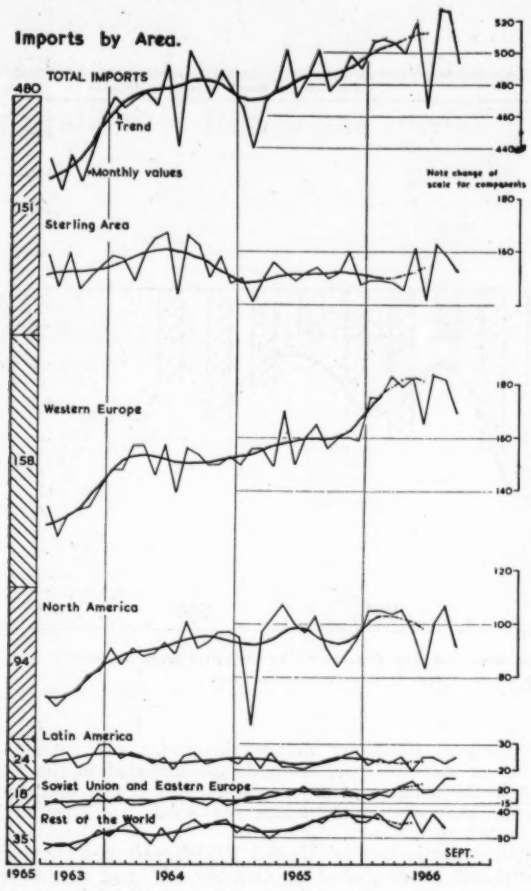

Table 5. Imports: Areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1965 Year	151	158	94	24	18	35	480
3rd quarter	152	160	97	22	19	36	489
4th quarter	152	160	91	26	18	39	490
1966 1st quarter	149	178	105	23	17	37	507
2nd quarter	149	176	95	23	21	35	495
June	142	164	83	25	19	32	466
July	163	182	101	25	19	38	527
August	157	181	106	22	24	34	524
September*	152	163	91	25	24	35	493
2nd quarter	149	176	95	23	21	35	495
3rd quarter*	157	175	99	24	22	36	515

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(*Continued on next page*)

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*

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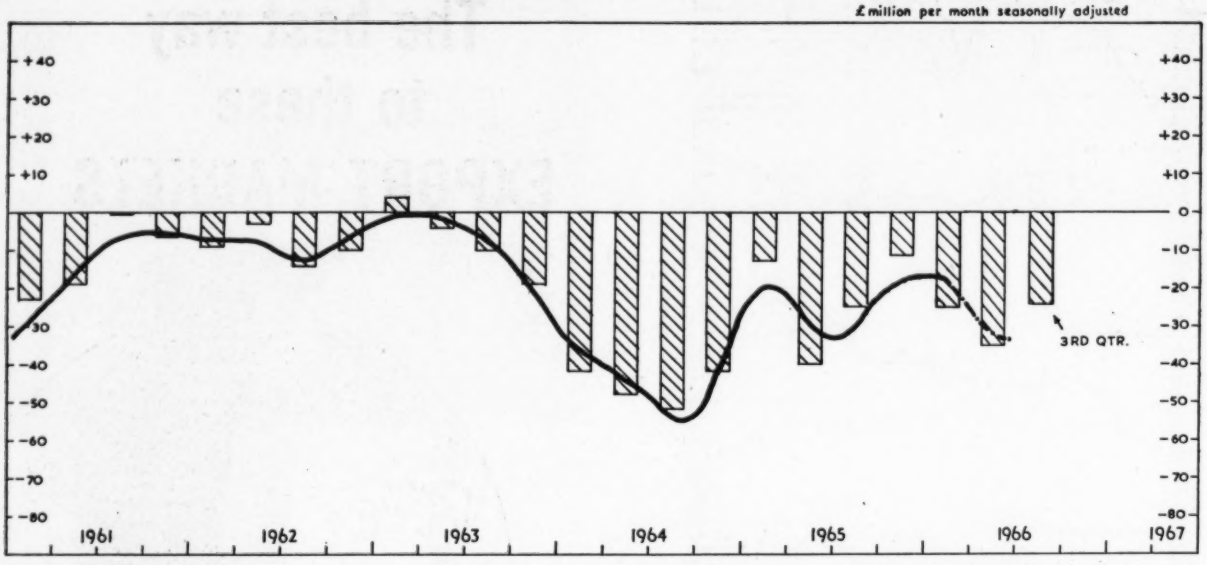
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

UNITED KINGDOM TRADE, *continued*

NOTES:

(a) Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

(b) Detailed particulars of United Kingdom imports, exports and re-exports will be published on October 27*, and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for November†, due to be published on or about November 28.

* Accounts relating to the Overseas Trade of the United Kingdom, September 1966. HMSO. Price 30s., by post 31s.

† Report on Overseas Trade, published by HMSO. Price 4s., by post 4s. 5d. Annual subscription £2 14s., including postage.

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Domestic Hollow-ware for April-June 1966
Floorcoverings for April-June 1966
Newspapers for April-June 1966
Pens and Pencils for April-June 1966

N. Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for July, 1966, prepared by the Ministry of Commerce is 137 (1958=100). This is 8 points lower than for June, 1966, and 4 points higher than for July, 1965.

The index numbers for the main industrial groups for July, 1966, with the increase or decrease on July, 1965, shown in brackets are: textiles 116 (+11 points); clothing 129 (+19); engineering and metals 106 (+3); food, drink and tobacco 116 (−6); timber and furniture 116 (+13); other manufacturing industries 338 (+32); construction 158 (−14); gas, electricity and water 142 (+11).

Cinema admissions and takings in July

DURING JULY, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 5.4 million and the weekly average of gross box office takings was £1.19 million.

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Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, October 14, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 31:					
No Place Like Home	Br/E 31697	9	October 11	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Romeo and Juliet	Br/E 31698	126	October 11	" "	Poetic Films Ltd.
They're a Weird Mob	Br/E 31699	112	October 11	" "	Williamson-Powell International Films (UK) Ltd.
The Great Steam Fair	Br/E 31705	18	October 12	Bargate Films Ltd.	Derrick Knight and Partners Ltd.
Our Incredible World	Br/E 31706	90	October 12	Miracle Films Ltd.	Harold Baim Productions Ltd.
Khartoum	Br/E 31707	128	October 12	United Artists Corp. Ltd.	Julian Blaustein Productions Ltd.
The Christmas Tree	Br/E 31710	57	October 13	Children's Film Foundation Ltd.	Augusta Productions Ltd. for Children's Film Foundation Ltd.
Pathe Pictorial Series 612-624:					
Pathe Pictorial No. 617	Br/E 31724	8	October 14	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-81	Br/E 31428	7	October 14	" "	" "
Pathe News 66-82	Br/E 31429	8	October 14	" "	" "
Movietone News 1948	Br/E 31359	7	October 14	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1948A	Br/E 31360	8	October 14	" "	" "
			FOREIGN		
Agent for H.A.R.M.	F 31700	85	October 11	Rank Film Distributors Ltd.	Universal International Films Inc.
Dr. Ha Ha	F 31701	7	October 11	Twentieth Century-Fox Film Co. Ltd.	Terrytoons Inc.
Scuba Duba Do	F 31702	5	October 11	" "	" "
Haunted House Cleaning	F 31703	5	October 11	" "	" "
Alvarez Kelly	F 31704	110	October 12	Columbia Pictures Corp. Ltd.	Ray David Productions Inc.
A Swingin' Summer	F 31708	80	October 13	Eagle Films Ltd.	Reno-Carell-National Talent Consultants
The Kidnappers	F 31709	73	October 13	" "	Halcyon Productions, Hollywood, California, and The C. Santiago Film Organization, Manila
Danger on the Danube	F 31711	54	October 13	Children's Film Foundation Ltd.	Hungarofilm, Budapest
This Property is Condemned	F 31712	110	October 14	Paramount Film Service Ltd.	Seven Arts/Ray Stark Productions and Paramount Pictures Corp.
Trick or Cheat	F 31713	6	October 14	" "	Paramount Pictures Corp.
Of Sea and Ships	F 31714	9	October 14	" "	" "
Op, Pop, Wham and Bop	F 31715	6	October 14	" "	" "
Baggin' the Dragon	F 31716	7	October 14	" "	" "
San Francisco, San Francisco, San Francisco	F 31717	10	October 14	" "	" "
Three Parts of Gaul	F 31718	9	October 14	" "	" "
The Byways of France	F 31719	9	October 14	" "	" "
Space Kid	F 31720	6	October 14	" "	" "
Virginia City Centennial	F 31721	10	October 14	" "	" "
Trail Ride	F 31722	21	October 14	" "	" "
The Sign of Leo (Le Signe du Lion)	F 31723	83	October 14	Connoisseur Films Ltd.	A.J.Y.M. Films, Paris

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Output of the wool textile industry

THE VOLUME of production in the wool textile industry in August was 4 per cent less than in August 1965.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of deliveries of worsted yarn and woven fabrics (excluding blankets) were 5 and 9 per cent less respectively than in August 1965. The rate of production of tops was 5 per cent less. Figures for holiday months, however, should be treated with caution.

Output of the wool textile industry

	Consumption	Production		Deliveries			
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets)(*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Million lb.				Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	80·4	56·9	43·8	36·9	8·2
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
3rd quarter	92·2	57·9	70·9	53·1	45·0	33·9	8·0
4th quarter	104·6	63·3	83·6	59·9	46·0	38·8	9·8
1966 1st quarter	104·9	63·4	83·7	59·8	41·9	37·8	8·1
2nd quarter	102·1	60·1	81·8	57·1	42·4	31·7	6·3
1965 June	32·9	20·1	27·1	18·7	15·3	11·3	2·3
July	31·7	21·0	24·1	17·2	16·6	11·5	2·4
Aug.	23·6	13·6	19·3	14·9	11·6	8·9	2·5
1966 June	36·8	21·8	29·2	20·4	16·0	11·2	2·4
July	29·6	18·4	23·4	16·1	14·5	10·3	1·9
Aug.	24·7	13·9	20·5	15·1	11·9	8·0	2·3

(*a*) Including hair. (*b*) Estimated. (*c*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Production in the cotton industry

THE VOLUME of production, which includes the processing of continuous filament yarns of man-made fibres, in the cotton industry in August was 2 per cent less than in August 1965.

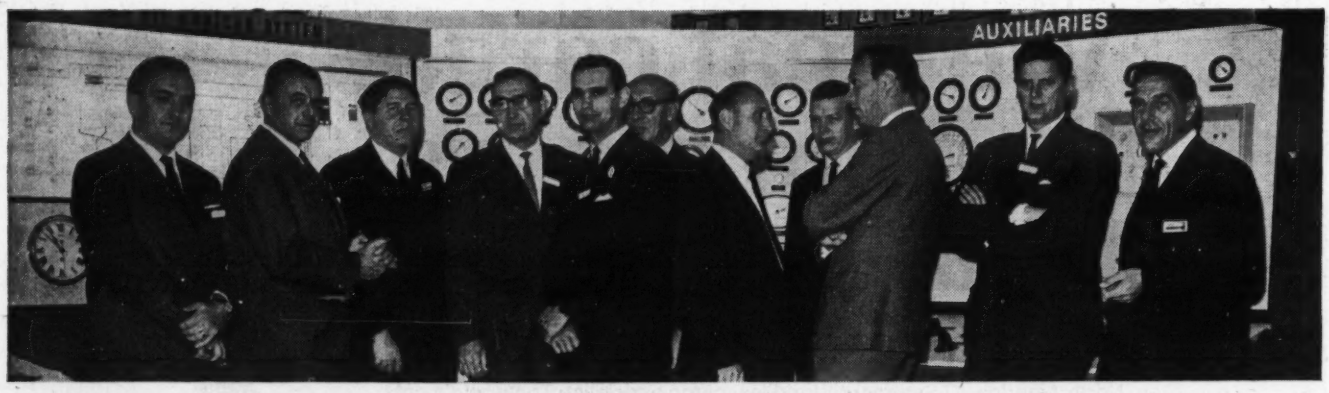
Statistics issued by the Cotton Board show that in the period January-August the amount of cloth woven was 4 per cent less than in the corresponding period of 1965; production of single yarn was 6 per cent less and the amount of yarn doubled 5 per cent less.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1958†	11·91	2·86	3·07	1·32	..	27·0	11·3
1959	11·66	2·92	3·18	1·49	..	24·7	11·4
1960	11·46	2·98	3·30	1·66	..	24·9	11·9
1961	10·66	2·55	2·82	1·52	..	23·8	11·7
1962	9·46	2·30	2·50	1·64	..	20·1	10·9
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1965 August	9·55	2·78	2·33	2·25	0·76	20·3	12·0
September*	9·03	2·54	2·45	2·31	0·98	19·2	11·9
October	10·02	2·78	2·65	2·51	1·11	20·8	13·0
November	9·84	2·74	2·67	2·45	1·18	20·6	13·1
December*	8·58	2·42	2·28	2·14	1·11	17·6	11·4
1966 January	9·38	2·73	2·42	2·39	1·15	19·1	13·1
February	9·35	2·80	2·52	2·31	1·14	19·2	12·9
March*	9·53	2·87	2·55	2·37	1·17	19·6	13·2
April	8·64	2·52	2·31	2·15	1·19	18·4	11·9
May	9·72	2·93	2·60	2·48	1·25	20·0	13·2
June*	7·19	2·31	2·09	1·90	1·07	18·2	12·0
July	7·64	2·18	2·13	2·06	1·04	11·2	8·5
August*	9·18	2·71	2·33	2·19	0·98	18·5	12·3

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (*c*) Deliveries.
*Average of 5 weeks. †53-week period.



A mission, representing the Swedish shipowners and shipbuilding industry, visited AEI's marine showroom at Long Acre on October 12 to see AEI's developments in marine automation, electronic equipment, marine radar and instrumentation. They are pictured in front of an AEI engine-room-control console displaying all the engine-room instrumentation at a single point.

Left to right: Mr. L. Marksaitis, Lindholmens Shipyard, Gothenburg; Mr. V. T. Bülow, Lloyd's Register of Shipping, Gothenburg; Mr. J. W. Knights, AEI; Mr. O. Rolander, AB Svea – Shipowners, Stockholm; Mr. Dahlbring, Oresundsvarvet, Landskrona; Mr. Mr. Harberg, Gotaverken (Arendal) Shipyard, Gothenburg; Mr. A. Lingham, AEI; Mr. O. Flyborg, Uddevalla Shipyard, Uddevalla; Mr. H. Frisk, Eriksberg Shipyard, Gothenburg; Mr. G. Jakobsson, Salenrederierna, Stockholm; and Mr. H. Chapman, AEI.

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Orders in textile and clothing industries

THE VOLUME of orders-on-hand in the textile and clothing industries at the end of August was 7 per cent less than at the end of July. The rate of receipt of net new orders in August was 18 per cent less than in August last year and the rate of deliveries was 5 per cent less.

The varying incidence of annual summer holidays may, of course, affect the figures for a single month and they should be interpreted with caution. Changes in the monthly rate of receipt of orders, for example, should not by themselves be taken to imply similar sharp changes in production; they may lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	average 1959 deliveries = 100	average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1965	121	98	99
1965 1st quarter	121	97	99
2nd quarter	127	102	97
3rd quarter	117	87	95
4th quarter	121	107	103
1966 1st quarter	122	100	101
2nd quarter*	127	101	97
1965 June	127	102	93
July	126	88	90
August	122	77	90
1966 June*	127	95	95
July*	123	76	89
August*	115	64	85

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
(*c*) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during September 1966, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,454	1,454
£1,000 and under £10,000	1	541	542
£10,000 and under £50,000	—	75	75
£50,000 and under £100,000	—	10	10
£100,000 and under £1,000,000	—	14	14
£1,000,000 and above	—	1	1
Total number	—	2,095	2,096
Total amount of Nominal Capital	'000's £8	'000's £6,605	'000's £6,613

Companies Registered in Great Britain in 1965 and 1966

	1965		1966	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	3,127	8,031	2,252	4,987
February	3,281	9,615	2,430	6,800
March	4,722	17,718	3,480	9,437
April	3,636	9,893	2,375	8,044
May	3,306	6,547	2,303	3,960
June	2,673	5,568	2,211	5,168
July	2,553	4,329	2,019	5,314
August	2,276	3,865	2,246	8,531
September	2,468	11,188	2,096	6,613
October	2,573	4,948		
November	2,529	5,671		
December	2,702	14,968		
Total	35,846	102,341		

Officials of the Bristol Chamber of Commerce met the Market Germany team during their visit to the West Country this month. Here the president of the Bristol Chamber, Mr. H. J. Dolman (second left) is seen with three of the members of the team – from left to right – Mr. G. F. Edwards, Mr. Heinrich Homann and Mr. R. W. Allan. The Market Germany team, whose members are commercial attaches from British Embassies in Germany, arrived in Britain in September. They are meeting senior management representatives throughout the country to discuss the prospects for increasing British exports to West Germany.

Faster exporting to Europe

A ONE-DAY CONFERENCE on 'Faster Exporting to Europe – Problems and Solutions' is being arranged by the College of Management on November 22 at Park Lane Hotel, London, W.1.

Speakers at the conference will include Mr. N. Freeman, chairman, British Shippers Council; Mr. F. Bolton, president, United Kingdom Chamber of Shipping; Mr. P. Shirley, vice-chairman, British Railways Board. The guest speaker at the luncheon will be Viscount Caldecote, chairman of Economic Development Committee for the Movement of Exports. The conference will conclude with a panel discussion which includes Mr. J. Guy, sales manager (Cargo), BEA; Mr. D. O'Neill, Ministry of Transport; Viscount Rochdale, Chairman, National Ports Council and Mr. J. Whitehorn, deputy director-general, CBI.

Full details of the conference can be obtained from the Director, The College of Management, Canterbury, Kent.

United States plastics company take Northern Ireland factory

KENT PLASTICS (UK) LTD., a subsidiary of the Kent Plastics Corporation, of Evansville, Indiana, United States, is to take a 100,000 sq. ft. Government-built factory at Enniskillen, Co. Fermanagh. Employment is expected to reach more than 300 operatives, many highly skilled, producing badges, horn buttons, dials and housings for the car industry, emblems for machinery and panels and knobs for record players.

Kent Plastics (UK) Ltd. was set up in 1964 to give the American Corporation an entry into the expanding European market. The firm has already a factory at Slough, Buckinghamshire, and the Northern Ireland factory will be used to expand the United Kingdom company's production.

Rehabilitation unit for S. Wales

A CONTRACT for the construction of an Industrial Rehabilitation Unit at Port Talbot has been awarded by the Ministry of Public Building and Works to Sir Robert McAlpine & Sons. The Unit will consist of a single-storey main block, covering an area of 18,000 sq. ft., and ancillary buildings covering 3,400 sq. ft. The project is scheduled for completion in January 1967. Foundation work is largely completed and the superstructure on the two acre site is in progress.

Exhibitions and Fairs

British Industrial Exhibition opens in Mexico

'LET ME BE quite frank – we are here to sell our wares and to increase our exports to Mexico,' said Lord Walston, Parliamentary Under Secretary of State for Foreign Affairs, in his opening speech at the British Industrial Exhibition in Mexico City on October 19. 'At the same time we are here to help Mexico in her industrial development. For this exhibition is more than just a sales effort: this is underlined by the nature of the exhibits. They are not consumer goods, for, as we know, Mexico produces 90 per cent of her own consumer goods. They are highly complex and expensive pieces of equipment designed specifically to help in the development of the most modern industries. His Excellency President Diaz Ordaz, in his State of the Union message to the Chamber of Deputies on September 1 outlined the Mexican National Plan for 1966-70, and mentioned the plan's aim of an annual average increase of at least 6 per cent in Gross National Product. Knowing the impressive rate of growth which you have achieved over recent years, I am sure you will succeed. I hope that British technology can be associated with this success.

'Even though some of the exhibits have a popular appeal, this exhibition is designed primarily for the specialist, the expert and the industrial *entrepreneur*. The products on show are of particular significance to Mexico, whose rapid progress in recent years has put her in the forefront of those nations who are successfully pursuing a policy of industrialization. Mexican industry needs sophisticated and advanced machinery and British industry is contributing to those needs and will continue to contribute still more in the future.

'Machine tools form the largest single section of this exhibition. Some 30 exhibitors are showing a comprehensive range of machine tools from general purpose to highly sophisticated special machines – all at very competitive prices. The high quality of these products is evidence of what the British machine tool industry has to offer to the Mexican industrial user. What is more, we are experienced exporters and understand the need for good, prompt service and maintenance. With today's air communication, spare parts can be brought from the United Kingdom as quickly as from countries much nearer to you. Many machines are on display for the first time in Mexico, and indeed in Latin America.

'Textile machinery, which is being exhibited here, is one of our oldest mechanical engineering industries, making a wide range of machines for the manufacture and processing of yarns and fabrics from all types of natural and man-made fibres. Export of textile machinery in 1965 reached an all time record of £71.3 million, representing some two-thirds of the total production of the industry. Between 1959 and 1965 global exports increased by 73 per cent. We know that Mexico is undertaking an ambitious modernization programme in her textile industry and I am sure that there is much on display here which will be of interest to your textile manufacturers.

'I commend you to visit the United Kingdom Atomic Energy stand. There you will see working models of atomic power stations and desalination plant. Britain leads the world in desalination equipment and a plant has now been designed to combine this with the production of electricity, both processes powered by atomic energy. Britain was the first country in the free world to put into effect a programme for the production on a commercial scale of nuclear power. Our power stations have generated more power than the rest of the world put together. May I congratulate Mexico on being the first Latin American country to undertake a nuclear research programme. I am happy that an important part of the equipment at your new centre was a gift from HM Government.

'Time does not allow me to talk in detail about the achievements of the other industries represented at the exhibition: you will see them for yourselves. All I shall say is that they represent some of the most advanced technological products in the world.

'The fact that British industry has chosen Mexico in which to hold this exhibition is proof of their desire to increase trade with your country.

'I can sum up this exhibition by one word – partnership. First the partnership between all those who have worked so hard in its preparation, both Mexican and British. Second, partnership between private enterprise and Government. Private enterprise supplies the know-how and the goods, governments help with research and in technical matters, and on the export side with such incentives as we are allowed to offer by export credit guarantees and through our foreign missions. Third, partnership between Mexican and British business. Finally, partnership between our two great countries, a partnership with a long history, but which today is entering upon a new chapter which can only add to the prosperity of us both, and to the influence for good which we both exert upon our neighbours and the whole world'.

Two hundred British firms are exhibiting at the British Industrial Exhibition either directly or through Mexican associates, and 250 leading industrialists and other visitors will be attending the exhibition from Britain. These figures were given earlier by Mr. W. P. N. Edwards, chairman of British Overseas Fairs Ltd., organizers of the show. Mr. Edwards also gave the figures for Anglo-Mexican trade, pointing out that while British exports to Mexico had risen by £1½ million during 1964/65, Mexican exports in the same period rose by over £2 million and in the first seven months of this year were double those for the same period last year.

The exhibition will remain open until October 30.

Footwear samples display at Düsseldorf

A report from the Commercial Department, British Consulate-General, Düsseldorf

THE 22nd European Footwear Samples Display (GDS) was held in Düsseldorf from September 24 to 26. This fair is held twice a year, footwear fashions for autumn and winter being shown at the March fair and spring and summer styles in September.

The gross hall area at the latest event at 370,000 square feet was the same as last March. The net stand space covered 180,000 square feet. This was the fourth event at which non members of the European Community have taken part. Of the 340 firms participating 155 were foreign, mainly from EEC and EFTA countries. The largest number of foreign exhibitors was from Italy. Foreign participation amounted to 45.5 per cent of the total, an increase of 1.5 per cent over the last event. A comparison of the numbers of foreign participants in the last two events is given below. Unfortunately these figures show a decline in British participation, while the French and Italian numbers rose.

	21st GDS	22nd GDS
Belgium	6	5
Finland	—	—
France	36	39
Greece	—	—
Great Britain	13	9
Italy	55	65
Netherlands	18	17
Austria	10	9
Switzerland	8	7
	147	151 + 4 service and information stands

The Board of Trade and the British Consulate-General Düsseldorf once again co-operated with the British Footwear Manufacturers' Federation in organizing a joint venture of member firms of the Federation, occupying 4,430 square feet of space. There were 10 British exhibitors' stands displaying a fine range of quality footwear including some of the new plastic products, and an information stand. This is the fourth time the British shoe industry has exhibited. Although the number of visitors was not as high as in March 1966 the signs are that many more serious inquiries were received on the stands which resulted in firm and repeat orders. Orders were received from Belgium, Austria, Switzerland, Denmark, Sweden, Holland, Finland, Iceland, Norway, France and Italy. The British exhibitors who had taken part in previous events felt that buyers visiting the fair are now seeking out the British stands and are attracted by the high quality of the products on show. The British Consul-General at Düsseldorf, Mr. J. M. Fisher and HM Consul (Commercial), Mr. R. H. Link, called on all the British participants during the course of the show.

In general the reaction of the British exhibitors was favourable. They felt that their presence had once again achieved results and that the Düsseldorf event is the main shoe fair in Europe. Firms who have participated on several previous occasions believe that their continued presence is now paying off, but most British exhibitors were convinced that the prohibitive tariff barrier makes the selling of British shoes to the German market extremely difficult. But this difficulty should not be exaggerated: the German shoe market is certainly capable of being developed further.

Lord Brown at British Agricultural Machinery Exhibition in Rumania

LORD BROWN, Minister of State, Board of Trade, spoke at the opening of the British Exhibition of Agricultural and Construction Machinery, Bucharest, on October 14. He said:

This is a project in which both British industry and my department, the Board of Trade, have co-operated and to which we have devoted considerable time, effort and money. We believe that we have brought to you products which will be of great interest to you in the application of modern technology and techniques in two special fields.

I know that you in Rumania have embarked on ambitious plans to carry forward the development of your country's economy. You aim at improvement in many spheres, industrial, agricultural and social. It is with an eye on your plans for increasing the efficiency of your agriculture that British industry has this week brought to Bucharest exhibits showing how modern technology can help. At the same time we had in mind that all development plans at some stage involve building and construction. So we have too in this exhibition examples of modern equipment and in the construction field.

In this exhibition, we are showing you the most up-to-date products of two of the largest and most advanced sectors of British industry. I think I can fairly claim that our agricultural and construction machinery industries have a very high reputation throughout the world. Our products in this field have been and are being used in many countries as we hope they will be increasingly used in your country. They embody technical skills which we living on an island had to develop to make the best use of our own crowded and circumscribed land space. They are the result of continuing research which has been going on for many years and which never ceases. They are designed to do their job in the best, the most efficient and the most economical way in which it can be done; and they are designed to last.

We hope we are showing you what you would wish to see. If, however, you require further information about anything which you do not see please ask us. We cannot in one exhibition show everything, but even though an item is not on display, we may nevertheless be able to put you in touch with the right people to fill in any gaps.

Anglo-Rumanian trade has been increasing over the years. We believe there is scope for much greater trade. Many Rumanian products find a ready market in the United Kingdom. As well as the goods on exhibition here, we on our side have much to offer you from consumer goods to capital equipment to help you with your ambitious development plans. Let us hope that this exhibition and, no doubt other similar exhibitions in the future will help provide a stimulus to more trade between our two countries.

In conclusion, may I say that we are most grateful for the co-operation of all concerned in Bucharest with the mounting of this Exhibition and, in particular, to your Chamber of Commerce which has placed at our disposal this very fine hall in its unusually attractive setting. I know that our exhibitors, like myself, are happy to be here and eager to show you the machinery and equipment they have brought with them.

Mrs. Irene Neuberger, a public relations consultant with Milton Shufro and Associates, Chicago, displaying Lotus shoes to buyers at the Chicago National Shoe Fair during the early part of October. Mrs. Neuberger was accompanied on the stand by Mr. N. A. Colbert of Lotus Ltd.

British engineering days in Budapest

HUNGARY has sent a detailed list of a wide range of engineering products which they would like to buy from Britain and has asked for another British specialized engineering week to be held from February 6-10 in Budapest. This follows the very successful British Engineering Week held there last March and the similar British event in Prague in June 1965 and October 1966.

The event will be organized by the London Chamber of Commerce and the British Mechanical Engineering Federation with the assistance of the Board of Trade, who have declared it a 'joint venture'. It is at the request of the Hungarian Chamber of Commerce in conjunction with the Hungarian Scientific Society of Mechanical Engineers and the Foreign Trading Corporations.

Participation will afford British companies an excellent opportunity of making contact with a wide circle of potential customers and end-users of British plant and equipment. The event will include an exhibition and a symposium with technical films. The exhibition will consist of technical literature, models, displays and small lightweight items of equipment. The technical symposium will enable experts from British companies to talk about new techniques, new developments and new machinery and equipment likely to interest the Hungarians. The exhibition and symposium will be attended by over 3,000 engineers, designers and executives from the Foreign Trading Corporations, the Ministries and Hungarian industry, invited individually.

Cost of participation will be from £50-£100, according to the extent of participation. Companies interested in taking part should contact immediately Sam Black, 68 Queen Street, London, E.C.4. (Tel. Central 9431, or City 4444). Applications must be received by December 8.

'Going British' is all the rage in France

A report from the Commercial Department, British Embassy, Paris

WHILE THE British Week in Lyons, organized by the Board of Trade and the BNEC Export Council for Europe, is by far the largest promotion of British consumer goods in France this year, it is far from being the only one.

'Going British' – the current rage in France – began after the summer holidays with a British store promotion organized by the Galeries Lafayette. Then, from September 22 to 29 Inno-France promoted the sale of British food and drink in their supermarkets in Paris, Mulhouse and Strasbourg. And on October 1 Au Bon Marché opened its major British store promotion in Paris to be followed by similar promotions in their provincial stores at Caen, Brest, Metz and Mulhouse.

Lord Brown, Minister of State, Board of Trade, visited the Bon Marché promotion in Paris and was greeted by Union Jacks and colourful banners and by the booms of Big Ben which emanated from a massive replica of the famous clock tower. He was impressed by the effective and tasteful manner in which the promotion was presented, as was to be expected of Au Bon Marché, which has more than 100 years of experience in these matters and is famed for being the prototype of the modern departmental store.

British goods ordered amount to more than £125,000 in value and include textiles, leather goods, smokers' requisites, jewellery, radios, stationery perfumes, food, drink, blankets, linen, carpets, electrical apparatus, furniture, games, sports equipment, shoes and men's and women's inner and outer clothing. They are divided into 20 categories, each category having its own stand and these are to be found here and there throughout the store. There is a Mary Quant boutique and two Marks & Spencer's stands. Whitbreads have erected their Britannia pub which, with the chimes of Big Ben sounding each quarter hour, is home from home to British residents in Paris, and a great attraction to the French. Elsewhere in the store more than 30 makes of Scotch whisky are on sale and for the teetotaller, more than 256 blends of tea!

This is the third British store promotion which Au Bon Marché have held in four years and already they are planning another during 1967, for as its president and general director told Lord Brown, British goods are very much sought after by the French.

The Au Printemps department store at Lille must have similar thoughts, too, for they opened a British store promotion on October 10. And in November Société Carnaby Street will open six new shops in Paris to sell the latest British fashions in women's clothes.

(*See page 995 for opening of British Week in Lyons.*)

British costume jewellery at Design Centre in 1967

AN EXHIBITION of British costume jewellery is to be held at The Design Centre from July 17 to August 5, 1967. The exhibition, the third in a series arranged by the Council of Industrial Design in association with the Design and Research Centre for the Gold, Silver and Jewellery Industries, is intended to promote a high standard of design in costume jewellery manufactured in Britain.

Manufacturers should not, at this stage, submit actual samples for the exhibition but should write for further details of the forthcoming exhibition on British custume jewellery to Mr. Brian Marshall, Industrial Officer, CoID, 28 Haymarket, London, S.W.1.

From left to right: Dr. Weber, Mayor of Nancy, M. Mondon, Mayor of Metz, M. Marcellin, French Minister of Industry and Mr. Selwyn, HM Consul-General at Strasbourg, examining a working model of a British coal mine on the British Mechanical Engineering Federation's stand at the Metz Autumn Fair, 1966.

Record office equipment exports announced at the Business Efficiency Exhibition

BUSINESS EQUIPMENT exports of £6,655,000 in August brought the total of office machines and equipment exported by Great Britain in the first eight months of this year to £56,174,000, an increase of 57 per cent on the same period in 1965. Announcing these figures Mr. R. A. Cook, president of the Business Equipment Trade Association, said: 'This export figure is the highest ever recorded by our industry for an equivalent period and is a remarkable achievement when measured against the background of the seamen's strike earlier this year. Already in the first eight months of this year we have exported as much as for the whole of 1965.'

Mr. Cook gave these figures at a luncheon held to mark the opening of the association's 58th national Business Efficiency Exhibition at Olympia by Mr. Edward Heath, leader of Her Majesty's Opposition and a former President of the Board of Trade.

Mr. Heath, whose arrival had been delayed by fog, and who was thus unable to tour the show before speaking, nevertheless spoke enthusiastically not only of the industry's export record, but also of the part it could play in freeing men and women for more essential jobs without the need for deflationary measures. The show should be called the Business Profitability Exhibition, he said: the machines and equipment on show were designed to cut costs, minimize staffs and reduce working hours and so to increase profitability while lifting the burden of day-to-day chores off people's minds and giving them a chance to lead a fuller life outside the office and the factory.

The Business Efficiency Exhibition opened to the public on October 4 and remained open until October 12.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page viii of October 7 issue.

British store promotion in New York

A WIDE RANGE of British fashions, foodstuffs, furnishings and fine art was displayed in a 'Britain Today' store promotion held by Gimbels of Broadway, New York. The promotion, opened on September 12 by Sir Patrick Dean, HM Ambassador in the United States, was presented by Gimbels as 'a salute to the United Kingdom' and took place simultaneously in nine Gimbels' stores in New York.

British shops were re-constructed to display children's clothes, men's wear, high-quality chinaware, furniture, confectionery, and toys. An English pub serving tea and Schweppes, a red Routemaster bus, a Town Crier and an English 'Bobbie' also helped to provide a suitable atmosphere for the sale of British goods. A collection of new and unusual items selected by the Council of Industrial Design, and a British Houseware Bazaar in which different chefs demonstrated famous British recipes were just two of the many attractions seen by the store's customers.

Fashion shows were held at regular intervals throughout the fortnight, presenting styles for women, men and children by such designers as Roger Nelson, Reldan/Digby Morton, Gerald McCann, Angela Cash and Veronica Marsh. A guest appearance at the show was that of John Bates, Yardley award winner, who helped to start the 'London Look' line in the United States.

William Plunkett, sculptor and creator of contemporary furniture, and Maurice Bradshaw, curator of the British Arts Council, who organized a display of some 200 paintings by contemporary British artists, represented the best in British fine art, and proved particularly popular with the store's customers.

The promotion was planned in co-operation with the British Embassy, the British Consulate-General in New York, Board of Trade, British Travel Association and BOAC.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

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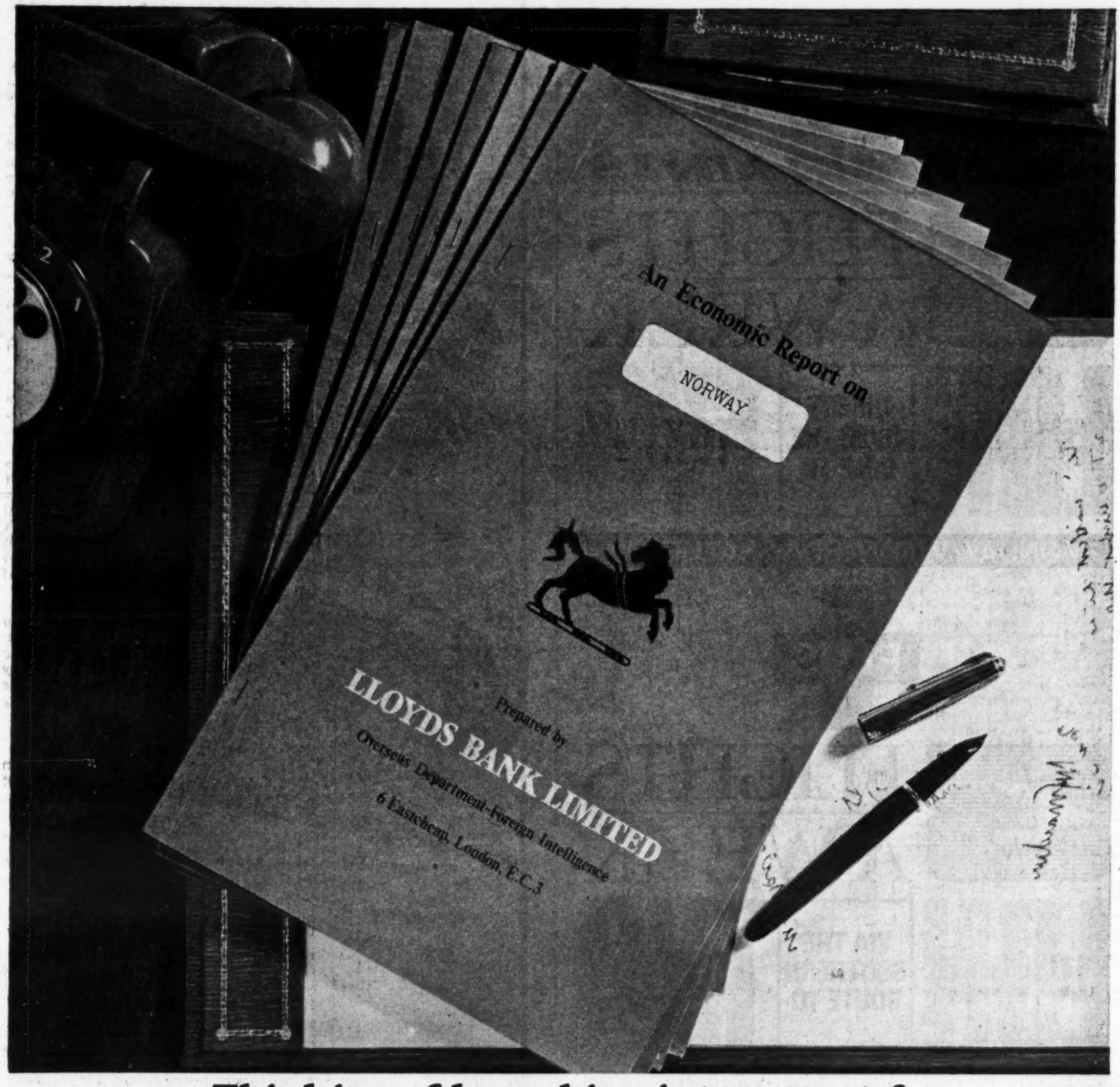

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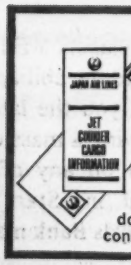

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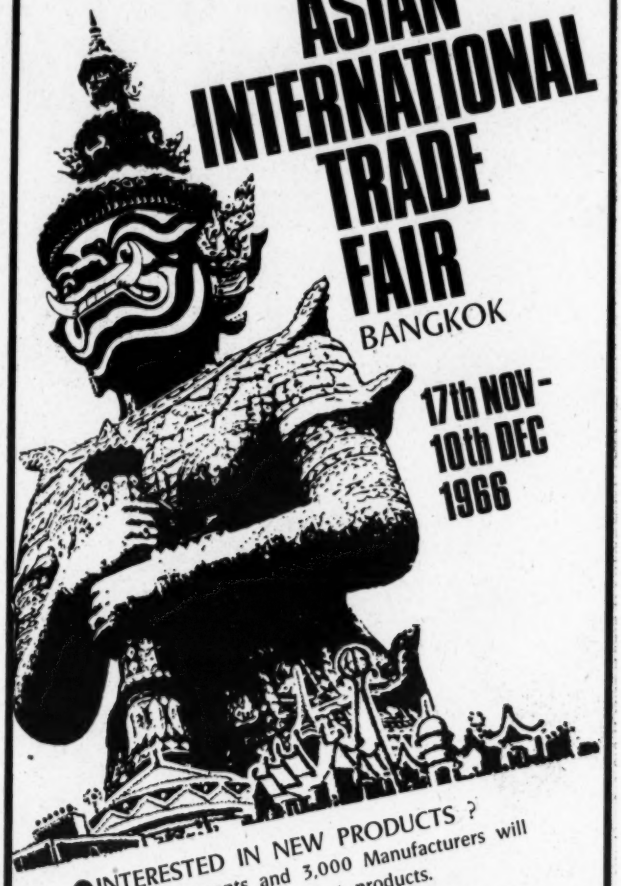

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Full information from Department of Economic Relations, Ministry of Economic Affairs, Bangkok, Thailand.

Premiers to be co-patrons of Toronto British Week

MR. LESTER PEARSON, the Prime Minister of Canada, and Mr. Harold Wilson, the Prime Minister of Britain, have agreed to be co-Patrons of British Week in Toronto from October 12 to 21, 1967.

Notes:

The British Week in Toronto is being organized by the Board of Trade in association with the Canadian Committee of the British National Export Council, and in co-operation with the Mayor of Toronto, the British Canadian Trade Association and other interested agencies in Ontario's capital.

It is the second major British Week to be staged outside Europe – the first was at Hong Kong in March this year – and spectacular supporting features will reinforce the displays of British consumer goods in some hundreds of stores.

British fashion show for South Africa

'A GALAXY OF British Fashion', a presentation of British fashion fabrics for 1967 in static display and made-up garments was staged by The Cotton Board in London on October 6. The entire collection will be re-staged in Johannesburg on November 8 and in Cape Town on November 15.

The garments, in cotton, cotton-mixtures, silk and man-made fibres have been selected from leading British wholesale dress houses. Chosen from mid-season, cruise and spring collections, they form a varied group. Elegant, well-bred classics mingle effortlessly with the imaginative young clothes which have recently strengthened and enhanced our fashion reputation.

The fabrics featured in the display are from next year's ranges. All the latest fashion trends are apparent, in particular, the Victorian revival which takes in 'Art Nouveau' and an interesting blend of geometric and 'pop' art.

Miss May Aschman, a South African fashion authority, will be responsible for the presentations in South Africa, where similar events have been staged over the past few years. Each successive presentation has created fresh interest, and they are now firmly established as the major event in the South African fashion calendar.

Woodworking machinery exhibit in Louisville

SIX BRITISH manufacturers of woodworking machinery took part in the International Furniture and Woodworking Supply Fair organized by the American National Association of Furniture Manufacturers in Louisville (Kentucky), September 17-21. They were all members of the Machine Tool Trades Association who sponsored a joint venture collaboration with the Board of Trade. This was the first time that there had been a group display of this importance by British manufacturers in the United States. Although their machines are already employed in American factories the makers considered that there were many potential users who were not aware of the quality and performance of their products.

The accent was on demonstration and exhibitors were kept busy explaining their machinery and equipment to a keenly interested audience of trade and technical visitors. Among items which immediately caught the eye were a high-speed router for cutting window apertures in flush doors (Interwood Ltd.); an automatic drawer assembly machine (R. S. Brookman Ltd.); a multiple ripsaw (Thomas White & Sons Ltd.); an automatic shaping machine (Rye Machinery Sales Ltd.); a surface veneer trimming machine (J. K. O. Cutters Ltd.); a recessing and boring machine (Wadkin Ltd.). These were only a few of a wide range of machines which were compactly displayed in a net area of 4,000 square feet. Exhibitors reported themselves as well pleased with the sales made 'off the floor' and, even more important, were determined to follow up the many serious trade inquiries received.

Engineers' Day exhibition

HM THE QUEEN has graciously consented to open 'The Engineers' Day' exhibition. The Queen and the Duke of Edinburgh will join the President of Pakistan at this ceremony at the Science Museum, South Kensington, London, on November 18.

The Government-sponsored 'The Engineers' Day' exhibition is a major event in a drive to encourage more young people to become qualified engineers.

Fifty-four members of the Scientific Instrument Manufacturers' Association, in a joint venture with the Board of Trade, mounted an exhibition of their products in Tientsin from September 11-20. The show was held to consolidate the impact made by SIMA's earlier exhibition in 1964, since when exports of instruments to China have risen substantially to over £3 million (1965). Some 30,000 technicians and specialists were invited to attend the show and many useful contacts were made among end users and with the Chinese import corporations.

Florence shopping week a great success

BRITISH SHOPPING WEEK in Florence – which ended on October 16 – has been an undoubted success. The week, which was a direct result of the British Week in Milan last October, has been an exuberant occasion of pipers, pop music, op fashions, British pubs, Scotch whisky, fine china, woollens and many other aspects of British life today – not forgetting 'bobbies' and double-decker buses. A disparaging newspaper report which appeared in a London newspaper was vigorously contradicted by Mr. Edward Glendinning, a leading member of the British wool and textile industry and of the Export Council for Europe. Speaking at a prize-winning ceremony held at the Wool Textile Exhibition, Mr. Glendinning said that British Week in Florence had been a rewarding experience for British participants and a remarkable success, particularly so far as the wool textile industry was concerned.

Mr. Glendinning's remarks, which were made in the presence of Sir John Guthrie Ward, the British Ambassador, and Senator Giusti Tolloy, the Italian Minister of Foreign Trade, were confirmed by a group of the most important Italian importers, he said. 'To the many people who have visited our exhibit, more than 2,600 have entered our cloth competition in the first five days' continued Mr. Glendinning. 'Our primary purpose has been to broaden the base of our industry's sales in Italy and in this we have been most successful. Our second objective was to carry out a market survey through our cloth competition. We are well pleased with the results of British Shopping Week in Florence and I am sure this is shared by other British businessmen here'.

Edinburgh, as the 'twin city' of Florence, played a major role in the Shopping Week. The Lord Provost of Edinburgh and Mrs. Brechin were met on arrival by the Edinburgh pipe band and representatives of Florence Prefect, Sindaco and Consulate. The Lord Provost was the guest of honour at a reception given by the Florence Commune on October 12 in the splendid setting of the Palazzo Vecchio and presented Professor Peiro Bargellini, Mayor of Florence, with a decanter and glasses of Edinburgh crystal.

Scottish knitwear, piece-goods and Harris tweed were on sale in hundreds of shops and met an ever increasing demand. Scottish pipers proved almost embarrassingly popular with the Florentines. It was reported that when a crowd of some 2,000 people congregated outside one store to listen to the pipes, the manager of a competing store marched at the head of the column to lead them in the direction of his own shop.

Even Scottish water – 'Strathmore Springs' – was sold in many Florence shops as a complementary to Scotch whisky.

Sir John Guthrie Ward was host to the Mayor and merchants of Florence at a reception given in their honour on the third day of the week. The Ambassador's reception was held at the Stibbert Museum, home of the famous art connossier Frederick Stibbert, who bequeathed his collection to the Muncipality of Florence. It comprises one of the world's greatest collections of armoury for men and horses and many priceless household objects, furniture, china, tapestries, pictures, etc.

The two British pubs in the Piazza della Repubblica reported 'unceasing and tremendous' sales. Whitbreads said that their sales totalled 1¼ million lira (£1,000) on the first day and Watneys 'dive' was also heavily patronized.

Three thousand visitors were reported at Circolo Borghese during the first day's showing of five exhibitions in support of the promotion: an exhibition of Spode and Wedgwood china; an exhibition of British books; atomic energy exhibition; displays of Henry Moore and Barbara Hepworth sculptures.

British firms at Cologne Lingerie Fair

By G. Ball, Second Secretary (Commercial), British Embassy at Bonn

THE COLOGNE International Fair of Lingerie, Foundation Garments and Underwear took place from September 15 to 18, and the table below gives its vital statistics:

	Home	Abroad	Total
1. *Attendance figures*			
Number of buyers' cards sold to trade visitors from 30 countries .	6,580	4,150	10,730
2. *Numbers of exhibitors*			
Exhibitors from 20 countries .	131	72	203
Other represented firms .	7	52	59
3. *Display areas in sq. ft.*			
Net rented stand area . .	130,830	39,050	169,880

More vital perhaps to this branch of British industry than bare figures is the fact that this annual fair is an internationally frequented buyers' forum for the ensuing spring and summer seasons. The uplift on sales figures can be considerable.

It was not, therefore, the Indian summer which attracted over 10,000 trade visitors to Cologne but the manifold opportunities offered to study the emergent pattern for the new season's underwear, to place forward orders and to replenish stock for the Christmas trade.

Purchasing at the fair was cautious to brisk depending on whether it was concerned with lingerie or foundation garments, the latter enjoying better results than the former.

New fashion colours were introduced for 1967 and the boudoirs of ladies from London to Lebanon and places beyond should reveal at least something diaphanous in 'Topaz' (a delicate shade similar to tea-rose) or 'Viola' (a delicate shade of pale lilac), or so the arbiters of fashion would have us believe.

An international joint exhibit 'Mirror of Fashion' pervaded by a subtle soupcon of violets and a 'Model Shop for Lingerie and Foundation Garments' were additional attractions and served the dual purpose of stimulating sales and inculcating useful principles of salesmanship through modern (and for our own exhibitors particularly) continental methods of window dressing and decoration.

Competition for the ladies' support and consequent loosening of the husband's or father's purse strings is so keen that, all other things being equal, the balance can be tipped by that little extra touch in presentation and appeal. This includes well-organized fashion parades if at all possible. Let the writer not be thought unkind if he says, in this context, that what may be adequate or more than adequate in Britain is not necessarily so at a foreign trade fair.

At this fair variations on the theme 'Decor', both interior and exterior, were exhaustive and one wonders how many would-be exporters from this branch of British industry made an exploratory journey to Germany and, via this fair, to the whole of Continental Europe with a view to participation in 1967.

Seven British exhibitors and another five represented firms compared with 21 direct exhibitors and one represented firm from Italy and 16 direct exhibitors and 11 represented firms from France.

Six of our firms, Daintyfyt Brassiere Co. Ltd., Pierson Foundations Ltd., Fantisie Foundations Ltd., Symingtons Ltd., Chappell, Allen and Co., and Leethems (Twilfit) took part as members of the Corsetry Manufacturers' Association of Great Britain, in a joint venture with the Board of Trade in collaboration with the Central Office of Information.

To their own telling, the six firms in the joint venture fulfilled or went far towards fulfilling their appointed tasks of selling or making contacts or exploring the possibilities of the many markets on the spot. Many hope to return in 1967 in greater force and the time to prepare the ground is now.

Individually the six firms made the following observations:

Daintyfyt Brassiere Co. Ltd. stated that they had achieved the purpose for which they came, namely, to test the market. They received inquiries from Germany and third countries.

Chappell, Allen and Co. Ltd. 'We killed two birds with one stone: we sold goods and increased our knowledge of the market to an extent which augurs well for the future.'

Leethems (Twilfit) Ltd. This, our first visit, was purely an exploratory exercise and we are satisfied with what has been achieved.'

Fantisie Foundations Ltd. reported more success than in previous efforts and business amounting to several thousand pounds as well as inquiries from at least eight countries.

J. O. Pierson Ltd. had some promising business in view with large German purchasing organizations as well as orders and inquiries from third countries which would result in the sale of thousands of garments.

R. and W. H. Symington and Co. Ltd. were encouraged by results far beyond their expectations. Considerable sales of corsetry and swimwear were achieved and the exhibition will do a great deal to stimulate business with Germany.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

British jewellery export drive

JOINT PROMOTIONS with British fashion houses, fur manufacturers and hair-stylists were staged in London on October 13 as the first stage of an export drive to increase British jewellery sales overseas by at least £2 million a year.

This figure represents the industry's current trade gap, and has been set as a target by Peter Younger, director of the Jewellery Trade Centre which opened near Hatton Garden on October 10.

During the opening week when foreign buyers visited the Centre from every part of the world, fashion parades were staged to show some of the Centre's £¼ million worth of exhibits, and at a Gala Ball at the London Hilton on October 13, nine models showed about £100,000 worth of jewellery together with furs and dresses from London's leading fashion houses. Hair-styles for the girls were specially created by Raymond of Mayfair.

A Jewellery Trade Centre Export Group is now in formation, and in conjunction with the Board of Trade an overseas exhibition programme is being planned as part two of the export drive. The provisional programme for 1967 is for members of the Export Group to stage joint exhibitions in New York, Milan and Paris. Up to 150 members of the Group are expected to take part in two exhibitions in New York in February and August.

More and better visitors to Second Export Services Exhibition

THE Second Export Services Exhibition was opened on October 10 by Lord Brown, Minister of State, Board of Trade (see *Board of Trade Journal* of October 14). By the time it closed after five days on October 14 any lingering doubts as to its possible success had been dispelled.

Mounted in Olympia's Empire Hall, it had, for the first three days, the Business Efficiency Exhibition as neighbour in the Grand and National Halls, and it seems likely that this conjunction of two business shows contributed to the appeal of both, attracting wavering visitors who felt that two shows under the same roof made a visit worthwhile. Whether this was an important factor or not has not been established: but there is no doubt at all that the Export Services show pulled in all the visitors it had hoped for. In fact, all but twice as many as came for the first show last year. Better still, those who came were, in the considered view of exhibitor after exhibitor, of far higher calibre than on the earlier occasion. As one participant put it, 'Last year we got the odd shipping clerk: this year the export director came to see us'.

This being an exhibition to sell services rather than products, one might be excused for expecting to hear that little actual business was done, that it was a case of 'making good contacts'. But this is far from the full story. Good business was done on quite a number of stands. A firm offering a complete print service, from translation through design to delivery, was a case in point. As for the trends of inquiries, these were often interesting. For instance, airlines and others offering air freight facilities found any number of inquiries coming their way from firms who had fought shy of air freight because they frankly didn't understand it. Faced with a ready made chance to talk it over they did so, dispelled their ignorance and went away feeling that it had a lot to offer.

Other well patronized stands included those, like that of British Rail with answers on transport developments such as containerization: and those offering 'language laboratory' services. The Board of Trade's own stand, 'selling' the wide range of help offered by the Board to the exporter, was another busy spot.

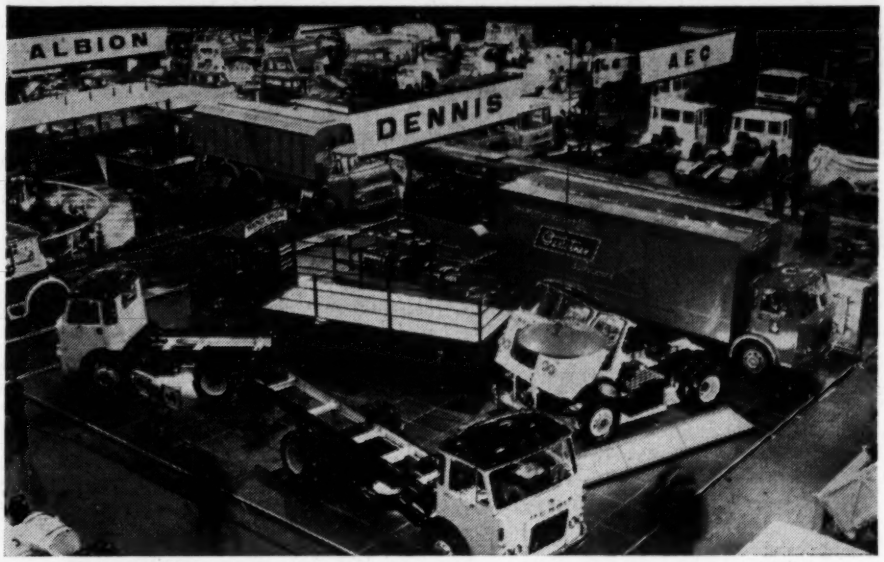
This was, in fact, a much better show all round than was the first Export Services Exhibition, held last year, and the sponsors, the Institute of Export, and the organizers, Mack-Brooks Exhibitions Ltd., are already decided on a third show next year. Thereafter, it will be repeated every two years.

Boom time for the buyer at London's Motor Show

THE MOTOR SHOW, opened on October 19 by Mr. Edward Heath, Leader of HM Opposition, could not be expected to break records so far as the number of exhibitors and the combined area of their stands were concerned. The total of 494 stands – a modest five more than appeared at the Show last year – is hard up against the limit of what can be crammed into Earls Court. When it comes to the number of visitors the story may be different, for, although nobody is seriously forecasting a record public attendance, the Society of Motor Manufacturers and Traders has made an all out drive to pull in overseas visitors. Last year these topped the 29,000 mark: this year, the industry is hoping to see that figure pushed well past the 30,000. What's more, there is every expectation that this will be achieved, for no fewer than 70,000 invitations have been sent overseas, 25,000 of these being addressed to known individuals.

What of the general atmosphere of the show? It goes without saying that the displays glitter: this is, after all, not just one of the world's major motor shows but also one of Britain's most glamorous exhibitions of all kinds. It has a bounce and sparkle all it's own and this is heightened this year by the unusually large number of new or improved models to be seen on the stands, some announced over the past few weeks, others kept secret until opening day. But against this must be set the prevailing despondent mood of the industry – a despondency for which there is obviously some justification in terms of reduced home sales. However, Sir Patrick Hennessy, SMMT president and chairman of the Ford Motor Company, said at a press conference a week before the show opened that to speak of this year's show was to change the mood from gloom time in the factories to boom time for the buyer. To what extent the buyer, British or foreign, takes advantage of his opportunity remains to be seen, of course, for the 1966 Motor Show still has more than a week to run before closing on October 29.

During the Canadian Shoe and Leather Fair, Sir Ralph Perring, vice-chairman, Canadian Committee, BNEC, Mr. Michael Heron, British Footwear Manufacturers' Federation, and Mr. Roger Brown, F. Norton & Son Ltd., examine footwear which the British firm will feature during British Week in Toronto next year.



As well as exporting direct, the commercial vehicle industry provides other manufacturers with the tools for exporting. The Pax V seen here on the Dennis stand at the Commercial Motor Show (Earls Court, September 23 to October 1) was exhibited in the livery of Gestetner Ltd., who will be using it to deliver to the docks part of that 75 per cent of their output which they export – a performance which has won them the Queen's Award to Industry, of which the symbol can be seen on the cab door.

Joint venture at Electron Microscopy Congress

A report from the Commercial Department, British Embassy, Tokyo

THE 6TH INTERNATIONAL Congress for Electron Microscopy was held in Kyoto from August 28 to September 4, in the new International Conference Hall. The Congress was attended by about 750 scientists from 36 other countries, and an equal number of Japanese specialists in electron microscopy. Among the principal lecturers were Dr. V. E. Cosslett of Cambridge University, and leading authorities from Japan, France, West Germany, the United States, the USSR and the Netherlands.

At the exhibition, which was associated with the Congress, there was a joint venture showing by AEI, Cambridge Instrument Co. Ltd., and Kerry's (Ultrasonics) Ltd., supported by the Board of Trade. AEI were showing their EM 6B electron microscope, which is specially designed for the biological research worker, and their EM 6G, which is primarily for use in the metallurgical field. The Cambridge Instrument Co. Ltd. were showing an ultramicrotome; and Kerry's an ultrasonic cleaner.

The importance of this exhibition stemmed essentially from its association with the Congress. Since virtually all the leading authorities in the use of electron microscopes were present, the exhibition provided an opportunity for demonstrating recent developments, and the range of production, in effect to the world market. It has been unusual for an exhibition held in Japan to be an important means of influencing sales in other highly developed countries, but this certainly proved to be the case in Kyoto, and we may expect it to be so with increasing frequency in the future.

The British joint stand, which was well situated and designed, and aroused considerable interest, was visited by Mr. J. O. Lloyd, CBE, HM Consul-General in Osaka/Kobe, Dr. C. R. S. Manders, CBE, the scientific counsellor at HM Embassy in Tokyo, and members of the Commercial and Information Departments at the Embassy. The Information Department assisted the British participants to produce what was the most complete set of literature in the exhibition, with brochures in English, French, German and Japanese. The British stand was manned on behalf of all three participating companies by members of the staff of AEI, led by Mr. A. W. Agar, manager, Electron Microscopes, and Mr. B. Richardson, head of sales, Electron Microscopes.

The International Congress is held only once in every four years. There can be no question but that all the leading manufacturers in the field benefit from participating in the associated exhibition and, what is equally significant, suffer if they do not. Although the conference was held this time in Japan, which claims to produce more than half the world's electron microscopes, British participation was therefore very well worthwhile. In fact, to show in the country which may be regarded as our main competitor in this field, has effectively underlined the confidence which our own manufacturers have in the quality of their instruments.

Paper across Europe

MR. PETER SHORE, MP, Joint Parliamentary Secretary, Ministry of Technology, opened on September 5, the Conference of EUCEPA, a federation of European paper industry technical associations, at the Royal Garden Hotel in Kensington, London.

Welcoming the conference, Mr. Shore congratulated EUCEPA on breaking down the barriers to free technical exchange in the paper-making industry and on achieving a degree of co-operation in an industry where strong competition for markets existed between members. This co-operation, Mr. Shore went on to add, avoided wasteful fragmentation and duplication of research and development effort. It concentrated resources on difficult problems.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

India and Iraq

AN EXCHANGE of letters extending the 1962 Iraq/Indian Trade Agreement for a further year, until September 30, 1967, was signed in Baghdad on October 1 by the Iraqi Minister of Economics and the Indian Ambassador.

In this exchange India agreed to permit the import of ID 1.8 million worth of Iraqi dates and Iraq to permit the purchase of approximately twice that amount of Indian goods including 12½ per cent of Iraq's total requirement.

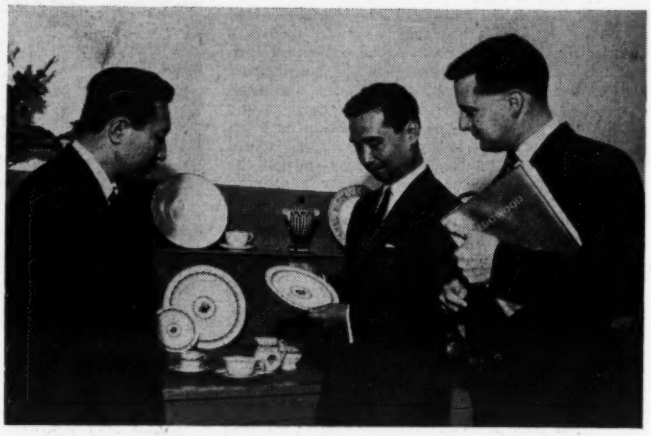
Previous information about this notice appeared in the *Board of Trade Journal* on June 4, 1965.

Rhodesia stock: reported issue

HM TREASURY announce that it was reported that on October 18 the illegal regime in Rhodesia floated yet another local loan, this time for £4.5 million, against the issue of 6½ per cent local registered stock 1986-91.

HM Treasury again point out that the present illegal regime in Rhodesia is not capable of incurring legal obligations on behalf of the Government of Southern Rhodesia. Any person who lends money or otherwise gives credit to or for the Account of the illegal regime, or any agency or purported agency thereof, does so entirely at his own risk.

No permission will be given under the Exchange Control Act 1947 for United Kingdom residents to subscribe to the above-mentioned loan, or to export a certificate of title to a Rhodesia security.



Representatives of the Suita Trading Company – Wedgwood's agents in Japan – Mr. K. Akyiama, head of sales department (left) and Mr. A. Tonomura, import managing director, visited the Barlaston factory of Josiah Wedgwood & Sons Ltd. on September 30 to discuss new patterns for the Japanese market. To the right is Mr. B. Berrington, of Wedgwood's export sales department.

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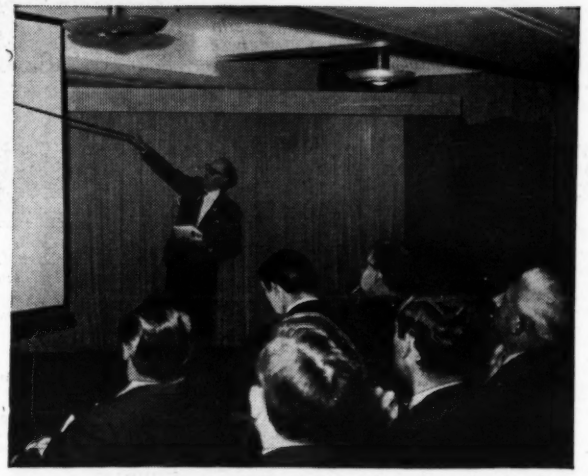

Conference for 120 people in the morning; then lunch; then a series of seminars for smaller groups, each with individual problems to discuss.

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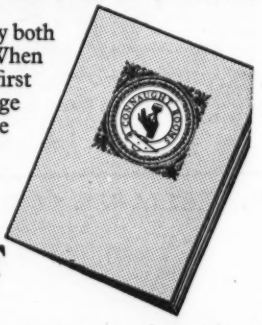

THE CONNAUGHT ROOMS

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.***

For further information contact Export Services Branch, Board of Trade, Hillgate House 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ALGERIA

(202/66) Stadium Construction and Equipment for Ministry of Public Works and Buildings. November 16. E.S.B. 37998/66.

AUSTRALIA

(200/66) University Library Extension for Australian National University, Canberra. November 8. E.S.B. 37718/66.
(202/66) Fixed Tuned Transmitters for Department of Civil Aviation. (Further Information.) Closing date postponed to November 8. E.S.B. 33490/66.*
(201/66) Truck Loaders for Director, Posts and Telegraphs. November 8. E.S.B. 37915/66.*
(199/66) Switches and Insulators for Mackay Regional Electricity Board, Queensland. November 2. E.S.B. 37241/66.*
(200/66) Container Berths for NSW Maritime Services Board. (Further Information.) E.S.B. 31616/66.*
(202/66) Voltage Regulators for State Electricity Commission of Victoria. November 14. E.S.B. 37969/66.*
(203/66) Shunt Reactors for Western Australian Government Tender Board. December 1. E.S.B. 38521/66.

BRAZIL

(201/66) Electrical Equipment for Central Electrica de Furnas. (Pre-qualification.) November 14. E.S.B. 37790/66.
(201/66) Data Processing System for do Desenvol Vimento do Nordeste Sudene. (Further Information.) Closing date further postponed to November 7. E.S.B. 31650/66.*

CANADA

(201/66) Switchyard Bus Fitting for British Columbia Hydro and Power Authority. November 15. E.S.B. 37962/66.

CEYLON

(202/66) Fertilizer Mixing Plant for Ceylon Fertilizer Corporation. (Further Information.) Tender documents now available. E.S.B. 37142/66.
(201/66) Bogie Tank Wagons for Ceylon Petroleum Corporation. January 20, 1967. E.S.B. 36339/66.*
(202/66) Water Supply Scheme for Department of Health. November 8. E.S.B. 37977/66.
Tender Board:
(202/66) Steel Cabinets and Cupboards. November 15. E.S.B. 37967/66.
(202/66) Air Conditioning Plants. December 5. E.S.B. 37976/66.
(202/66) Air Conditioning Plants. December 5. E.S.B. 37974/66.

MAT Transport Ltd. (International Road Services Division) have just put into service their first Guy Big J tractor unit. It is seen here towing one of MAT's standard international TIR semi-trailers. The vehicle operates at 30 tons GTW, and is used in connection with MAT's International traffic between Britain and the Continent.

COSTA RICA

(197/66) Railway Flat Cars for La Proveeduria del Ferrocarril Electrico al Pacifico. November 3. E.S.B. 37281/66.*
(197/66) Cinema Projector for La Seccion de Proveeduria de la Caja Costarricense de Seguro Social. November 2. E.S.B. 37275/66.*

CYPRUS

(199/66) Transmission Line for Electricity Authority of Cyprus. January 17, 1967. E.S.B. 36761/66.

FORMOSA

Central Trust of China:
(199/66) Check Valves, November 2. E.S.B. 37262/66.*
(199/66) Oil Switches. November 2. E.S.B. 37253/66.*
(199/66) VHF Telephone Stations. November 3. E.S.B. 37249/66.*
(199/66) Carbon Steel Shafting. November 3. E.S.B. 37248/66.*
(202/66) Steel Strapping. November 9. E.S.B. 37952/66.*
(202/66) Belt Connection Plates. November 17. E.S.B. 37985/66.*
(202/66) Industrial Safety Equipment. November 11. E.S.B. 37986/66.*
(202/66) Steel Plates, November 14. E.S.B. 37954/66.*
(202/66) Mixing Pump. November 11. E.S.B. 37955/66*.
(202/66) Arc Welding Equipment. November 11. E.S.B. 37956/66.*
(202/66) Drilling Plant. November 15. E.S.B. 37957/66.*
(202/66) Combination Starter Board. November 7. E.S.B. 37980/66.*
(202/66) Machine Tools. November 10. E.S.B. 37982/66.*
(202/66) Air Compressors. November 18. E.S.B. 37984/66.*
(202/66) Electricians Equipment, November 9. E.S.B. 37980/66.*
(202/66) Steel Wheel Tyres. November 7. E.S.B. 37981/66.*
(202/66) Tractor and Spares. November 4. E.S.B. 37983/66.*
(203/66) Medical Instruments, November 3. E.S.B. 37990/66.*
(203/66) Surgical and Medical Equipment. November 14. E.S.B. 37991/66.*

GREECE

(200/66) Musical Instruments for Ministry of Commerce. November 9. E.S.B. 37757/66.*

HONG KONG

Government Stores Department:
(197/66) Tetracycline Hydrochloride. November 7. E.S.B. 37289/66.
(201/66) Suture Material. November 4. E.S.B. 37922/66.
(202/66) Telephone Exchange. November 28. E.S.B. 37961/66.
(202/66) Cable. November 4. E.S.B. 37960/66.
(200/66) PABX for Abattoirs. November 18. E.S.B. 37756/66.
(200/66) Radiological Densitometer. November 11. E.S.B. 37755/66.

INDIA

(202/66) Electric Furnace for Andhra Pradesh, Hyderabad. December 5. E.S.B. 37965/66.
(202/66) Insulator Strings for Andhra Pradesh State Electricity Board. November 21. E.S.B. 37940/66.*
Atomic Energy Establishment:
(200/66) Potentiometers. November 18. E.S.B. 37761/66.
(200/66) Vacuum Pencil Sets. November 14. E.S.B. 37735/66.
(200/66) Dilatometer. November 11. E.S.B. 37746/66.
(200/66) Precision Resistance Decade Boxes. November 17. E.S.B. 37758/66.
(200/66) Wheatstone Bridges. November 18. E.S.B. 37759/66.

(*Continued on page* 1027)

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Contact:– **Dr. FRY'S TRANSLATION SERVICE**

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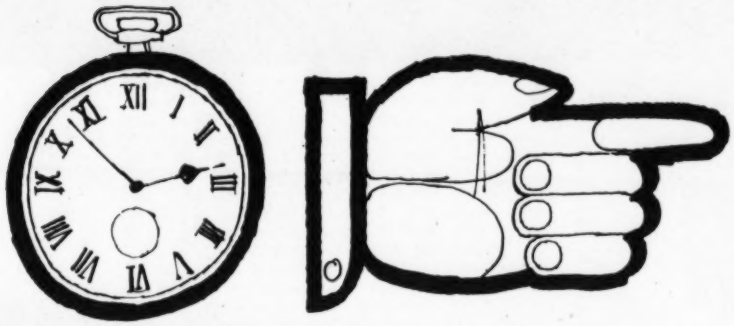
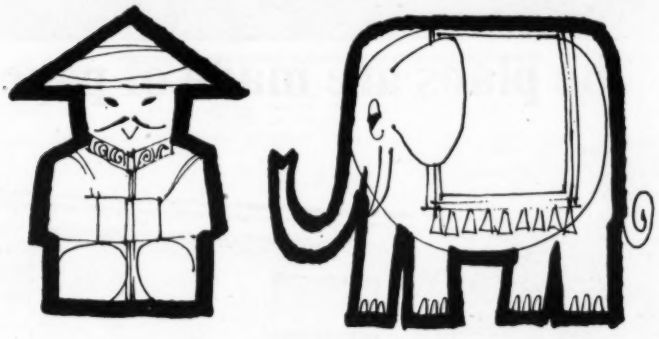


TIME SAVING DIRECT FLIGHTS



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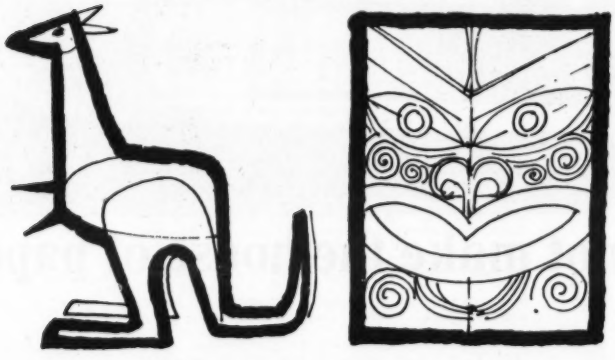

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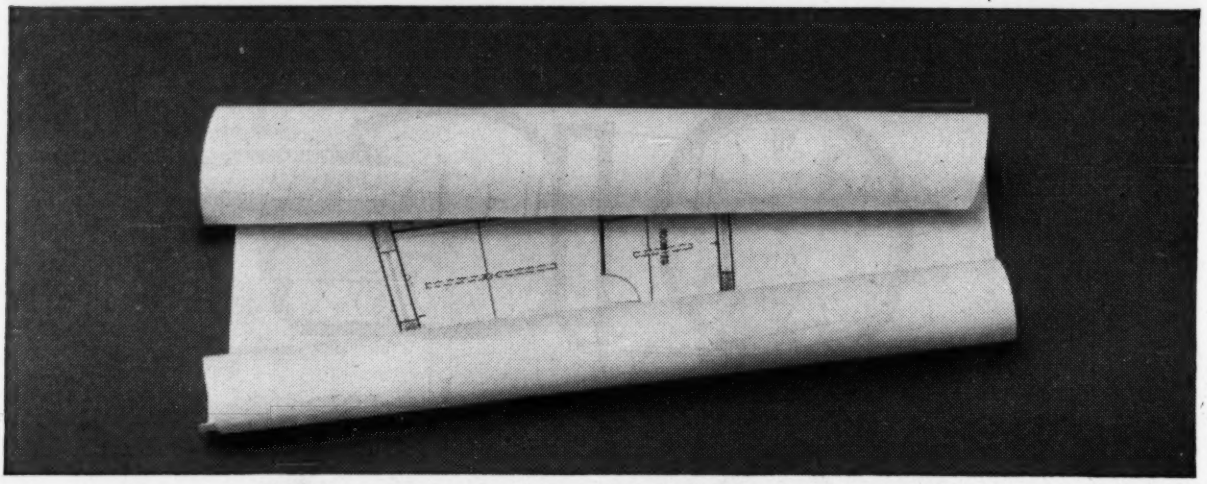
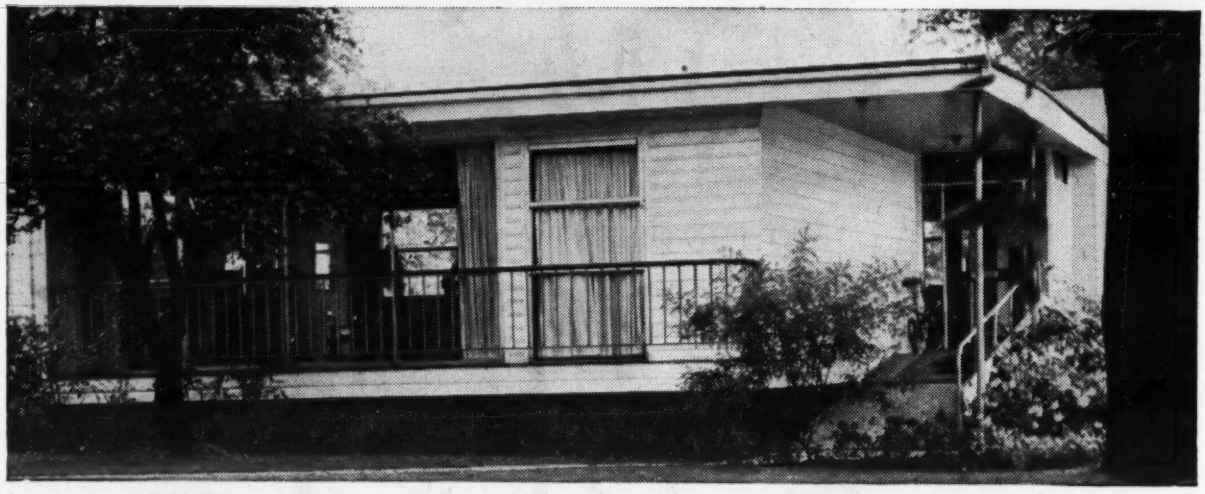


The plans are made of paper



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0236

(200/66) Galvanometers. November 21. E.S.B. 37762/66.
(200/66) Precision Wheatstone Bridges. November 21. E.S.B. 37763/66.
(200/66) Resistance Decade Box. November 22. E.S.B. 37765/66.
(200/66) Precision Resistance Measuring Bridge. November 22. E.S.B. 37774/66.
(200/66) Conductivity Meter Bridge. November 22. E.S.B. 37775/66.
(201/66) Digital Voltmeter. November 14. E.S.B. 37737/66.
(201/66) Testing Instruments. November 14. E.S.B. 37738/66.
(201/66) Resistivity Meter. November 15. E.S.B. 37741/66.
(201/66) Torque Meter. November 15. E.S.B. 37742/66.
(201/66) Transistor Diode Tester. November 14. E.S.B. 37739/66.
(201/66) Transistor Curve Tracers. November 15. E.S.B. 37740/66.
(201/66) Helium Leak Detector. November 16. E.S.B. 37743/66.
(201/66) Optical Interferometer. November 16. E.S.B. 37744/66.
(201/66) Vacuum Metallizing Equipment. November 17. E.S.B. 37747/66.
(201/66) Resistor Printer. November 18. E.S.B. 37760/66.
(202/66) Vacuum Pencil Sets. (Further Information.) Tender documents now available. E.S.B. 37735/66.*

Beas Purchase Organization:
(202/66) Rock Drills. December 21. E.S.B. 37945/66.
(202/66) Automatic Drill Feeding Device. December 21. E.S.B. 37944/66.

Government of Andhra Pradesh:
(202/66) Testing Machines and Equipment. November 23. E.S.B. 37997/66.
(202/66) Grinders. November 16. E.S.B. 37996/66.
(202/66) Resistance Wires for Indian Telephone Industries Ltd November 14. E.S.B. 38172/66.
(202/66) Engine Testing Equipment for Madras Port Trust Office. December 8. E.S.B. 37968/66.
(202/66) Water Treatment Plant for Municipal Corporation of Greater Bombay. (Further Information.) Closing date postponed to December 6. E.S.B. 29312/66.
(201/66) Cranes for Stores Purchase Organization. (Further Information.) Tender documents now available. E.S.B. 34639/66.*

UP State Electricity Board:
(201/66) Water Testing Instruments. Closing date not stated. E.S.B. 37959/66.*
(202/66) Switchgear. (Further Information.) E.S.B. 36496/66.*
(203/66) Electrical Equipment. (Further Information.) E.S.B. 36495/66.*

IRAN

(201/66) Electrodes for Iranian State Railway. January 4, 1967. E.S.B. 37913/66.*
(201/66) Pipes and Fittings for Steel Organization of Iran. December 5. E.S.B. 37912/66.*

IRAQ

Ministry of Defence:
(199/66) Architectural Materials. December 24. E.S.B. 37278/66.
(199/66) Electrical Materials. December 24. E.S.B. 37280/66.
(200/66) Spare Parts for Tractors. (Further Information.) Tender documents now available. E.S.B. 35272/66.*
(200/66) Hydraulic Materials. December 24. E.S.B. 37279/66.

Ministry of Municipalities and Works:
(197/66) Gas Chlorinator, Bleaching Powder Dosing Apparatus. November 7. E.S.B. 37276/66.
(197/66) Water Supply Scheme. December 27. E.S.B. 37277/66.
(197/66) Sulphate of Alumina. November 8. E.S.B. 37229/66.
(199/66) University Construction Project for Ministry of Works and Housing. (Further Information.) Closing date further postponed to December 13. E.S.B. 13636/66.

*** The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarises the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all issues, costs* only £10 10*s.*

The Export Service Bulletin *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

IRISH REPUBLIC

(200/66) Steam Boilers for Kerry County Council. November 4. E.S.B. 37707/66.

JAMAICA

(202/66) Storage Tanks for Jamaica Public Service Co. November 15. E.S.B. 37999/66.*

KOREA

(200/66) Electrical and Meteorological Equipment for Office of Supply. November 9. E.S.B. 37768/66.*

LEBANON

(203/66) Electronic Equipment for Lebanese Tobacco Monopoly. November 16. E.S.B. 38533/66.*

LIBYA

(201/66) School Furniture for Ministry of Education. November 7. E.S.B. 37795/66.

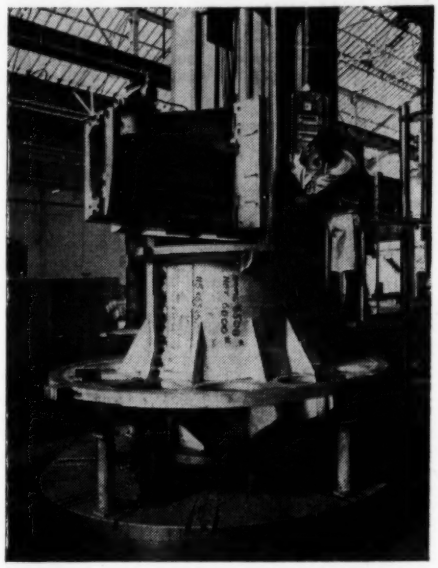
Public Works Department:
(201/66) Construction of Printing House. December 5. E.S.B. 37793/66.
(202/66) Constructional Projects. December 21. E.S.B. 37958/65.

MALAYSIA

(201/66) Radio Relay Equipment for Ordnance Department. November 3. E.S.B. 37924/66.

MALTA

(197/66) Rotary Cultivators for Department of Agriculture. (Further Information.) Tender documents now available. E.S.B. 36785/66.*
(197/66) Electrical Demonstration Set for Department of Education. (Further Information.) Tender documents now available. E.S.B. 36498/66.*
(197/66) Antibiotics for Department of Health. (Further Information.) Tender documents now available. E.S.B. 36723/66.*
(197/66) Firebricks for Department of Medicine and Health. (Further Information.) Tender documents now available. E.S.B. 36784/66.*
(199/66 and 203/66) Rotary Cultivator and Tractor for Directorate of Contracts. November 9. E.S.B. 37720/66.*



John Brown Engineering (Clydebank) Limited, the recently formed subsidiary company of John Brown & Company Limited, have announced their first two export orders for heavy duty industrial gas turbines. The first unit is scheduled for shipment in April 1967, to the Illinois Power Company's Vermillion Steam Station near Oakwood, Illinois. This unit will burn oil fuel. The second unit is scheduled for shipment in May 1967, to Missouri Power & Light, United States, and will be located at Kirksville Substation No. 265 at Kirksville, Missouri. This unit will use natural gas as fuel. Both units will be used for the generation of electric power and are rated at 14,000 kW. The illustration shows a major component in the course of manufacture.

(199/66) Sugar Syrup Making Equipment for Milk Marketing Board. (Further Information.) Tender documents now available. E.S.B. 36500/66.*
(202/66) Alcohol, Methylated Spirits for Treasury. November 16. E.S.B. 37971/66.*
(197/66) Water Meters for Waterworks Department. (Further Information.) Tender documents now available. E.S.B. 36702/66.*

MOROCCO

(201/66) Agricultural Projects for La Banque National Pour le Development Economique. November 15. Tender documents (in French) available. E.S.B. 37920/66.*
(197/66) Dam Construction; Civil Engineering Works for Ministere des Travaux Publics et des Communications. (Pre-qualification.) November 11. E.S.B. 37274/66.*
(201/66) Overhead Lines for Ministry of Posts, Telephones and Telegraphs. November 22. E.S.B. 37919/66.*

EXPORT THE WILSON WAY TO SCANDINAVIA

SWEDEN
Hull to Malmo, Helsingborg, Halmstad.
Hull to Norrkoping, Stockholm, Gefle.
London to Norrkoping, Stockholm, Gefle.

DENMARK
Hull to Copenhagen, Odense, Aarhus.
London to Copenhagen & Aarhus.
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NEW ZEALAND

(202/66) Construction of Dam for Auckland City Council. November 3. E.S.B. 37972/66.
(199/66) Gas Chlorination Plant for Wallace County Council. Closing date not known. E.S.B. 37717/66.*

NIGERIA

(203/66) Miscellaneous Stores for Ministry of Education. December 28. E.S.B. 38520/66.

PAKISTAN

(199/66) Plant Protection Chemicals for East Pakistan Agricultural Development Corporation. November 7. E.S.B. 37266/66.
(199/66) Electric Meters for East Pakistan Water and Power Development Authority. November 14. E.S.B. 37271/66.*

SINGAPORE

Public Utilities Board:
(199/66) Pipe Fittings. November 15. E.S.B. 37713/66.*
(199/66) Gas Cookers. November 8. E.S.B. 37299/66.
Singapore Polytechnic:
(199/66) Laboratory Equipment. November 10. E.S.B. 37714/66.*
(199/66) Electrical Measuring Equipment. November 10. E.S.B. 37715/66.*
(199/66) Soil Laboratory Equipment. November 10. E.S.B. 37716/66.*

SOUTH AFRICA

Cape Provincial Tender Board:
(201/66) Cinema Projectors and Accessories; Record Players. November 8. E.S.B. 37947/66.*
(202/66) Roller Towelling. November 4. E.S.B. 37946/66.*
(202/66) Laundry Machinery. November 4. E.S.B. 37949/66.*
State Tender Board:
(201/66) Soil Laboratory Equipment. November 4. E.S.B. 37901/66.*
(201/66) Meteorological Equipment. November 4. E.S.B. 37902/66.*
(201/66) Codeine Phosphate BP. November 3. E.S.B. 37903/66.*
(201/66) Centrifugal Pumps. November 3. E.S.B. 37799/66.*
(201/66) Cold Chisels. November 2. E.S.B. 37796/66.*
(201/66) Milliameters. November 4. E.S.B. 37797/66.*
(201/66) Chilled Iron Shot. November 3. E.S.B. 37798/66.*

SUDAN

(202/66) Miscellaneous Machinery and Equipment for Industrial Bank of Sudan. Closing date not known. E.S.B. 37966/66.

THAILAND

Department of Technical and Economic Co-operation:
(200/66) Motor Cycles and Spares. November 22. E.S.B. 37232/66/D.L.F.*
(200/66) Motor Cycles and Spares. November 22. E.S.B. 37233/66/D.L.F.*
(199/66) Transformers for Metropolitan Electricity Authority. November 10. E.S.B. 37231/66.*

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:
(200/66) Springs. November 15. E.S.B. 37910/66.
(200/66) Stationers' Sundries. November 14. E.S.B. 37909/66.
(200/66) Steel. November 2. E.S.B. 37907/66.
(200/66) Fluorescent Lamps and Holders. November 9. E.S.B. 37908/66.
(201/66) Plastic Packaging. (Further Information.) Tender re-issued, closing date now November 21.) E.S.B. 25670/66.*
(202/66) Ultrasonic Spare Parts. (Further Information.) November 15. E.S.B. 13138/66.*
(203/66) Spiral Welded Tube Equipment for El Nasr Steel Pipes and Fittings Co. November 15. E.S.B 38548/66.

URUGUAY

(199/66) X-ray Accessories for Ministerio de Salud Publica. November 8. E.S.B. 37246/66.*
Ministry of Public Health:
(203/66) Belatron. November 15. E.S.B. 38505/66.
(203/66) Insecticides and Rodenticides. November 16. E.S.B. 38506/66.
(203/66) Reflecting Materials. November 3. E.S.B. 38504/66.
State Oil and Alcohol Monopoly:
(199/66) Manila Card. November 10. E.S.B. 37295/66.
(199/66) Trench Digger. November 8. E.S.B. 37292/66.
(199/66) Tractors. November 8. E.S.B. 37294/66.
(199/66) Oak Casks. November 9. E.S.B. 37293/66.
(199/66) Valves. November 9. E.S.B. 37296/66.
(199/66) Liquid Gas Containers for State Petroleum Board. (Advance Information.) Closing date not yet known. E.S.B. 37708/66.
(203/66) Calculating Machines for University of the Republic. November 7 and 22. E.S.B. 38503/66.

VIETNAM

(199/66) Slaughterhouse for Government. (Advance Information.) E.S.B. 37709/66.

WESTERN SAMOA

Public Works Department:
(200/66) Transformers. September 1967. E.S.B. 37711/66.
(200/66) Transformers. September 1967. E.S.B. 37712/66.

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports, etc., published in recent issues of the **Export Service Bulletin.***

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(200/66) New Investment Code. E.S.B. 37685/66.

Australia
(200/66) Agency inquiry for carpets. E.S.B. 37588/66.
(202/66) Agency inquiry for brief cases. E.S.B. 38123/66.
(199/66) Inquiry for electronic components. E.S.B. 37551/66.
(203/66) Inquiry for dyestuff; laminating material. E.S.B. 38116/66.

Belgium
(202/66) Agency inquiry for handkerchiefs; knitwear; table-cloths; towels. E.S.B. 23391/66.
(201/66) Inquiry for clothing. E.S.B. 36162/66.

Canada
(203/66) Agency inquiry for laboratory testing equipment; laboratory ovens. E.S.B. 37879/66.

Ceylon
(199/66) Inquiry for fish canning plant; textile machinery. E.S.B. 37316/66.

Colombia
(203/66) Agency inquiry for cables; transformers; etc. E.S.B. 38119/66.

Cyprus
(201/66) Agency inquiry for tyres and tubes. E.S.B. 37632/66.

Denmark
(200/66) Inquiry for chemical products. E.S.B. 37811/66.
(202/66) Inquiry for confectionery. E.S.B. 36810/66.

Finland
(200/66) Agency inquiry for marine and industrial electronics; ships' equipment; turbines. E.S.B. 37429/66.

Formosa
(202/66) Inquiry for pharmaceuticals. E.S.B. 38069/66.

France
(199/66) Agency inquiry for chemical products. E.S.B. 37602/66.
(199/66) Agency inquiry for diagnostic and monitoring equipment; electro-medical equipment; laboratory equipment; physics research apparatus. E.S.B. 37470/66.
(199/66) Agency inquiry for gear cutting machines; grinding machines; lathes. E.S.B. 37001/66.
(203/66) Agency inquiry for aircraft and accessories; electrical equipment. E.S.B. 38117/66.

Germany, Federal Republic of
(197/66) Agency inquiry for piece-goods; women's dresses. E.S.B. 37354/66.
(199/66) Agency inquiry for chemicals and biochemicals; dispenser pumps; medical and clinical laboratory supplies; metals. E.S.B. 37475/66.
(199/66) Agency inquiry for glass containers; tubes. E.S.B. 37329/66.
(199/66) Agency inquiry for heating equipment; sanitary armatures. E.S.B. 33944/66.
(200/66) Agency inquiry for anaesthetic equipment. E.S.B. 37826/66.
(200/66) Agency inquiry for laboratory equipment. E.S.B. 37827/66.
(200/66) Agency inquiry for laboratory equipment and instruments. E.S.B. 37538/66.
(200/66) Agency inquiry for media control. E.S.B. 37806/66.
(200/66) Agency inquiry for rattles; teething rings. E.S.B. 37467/66.
(200/66) Agency inquiry for studio equipment; T.V. studio equipment. E.S.B. 37805/66.
(201/66) Agency inquiry for electronic components; isotope laboratory instruments. E.S.B. 37833/66.
(201/66) Agency inquiry for potentiometers; semiconductors. E.S.B. 37539/66.
(201/66) Agency inquiry for reproduction furniture. E.S.B. 37353/6.
(203/66) Agency inquiry for laboratory apparatus and instruments. E.S.B. 38211/66.
(199/66) Inquiry for perambulators; trousers. E.S.B. 37476/66.
(200/66) Inquiry for laboratory equipment. E.S.B. 37819/66.
(202/66) Inquiry for drills; measuring instruments; stellites. E.S.B. 38177/66.
(202/66) Inquiry for worsted piece-goods. E.S.B. 38198/66.

Germany/Rumania
(199/66) Trade Agreement. C.R.E. 1847/G.

Greece
(199/66) Agency inquiry for serological diagnostic reagents. E.S.B. 12801/66.
(202/66) Agency inquiry for chemical reagents; laboratory equipment and glassware; scientific instruments. E.S.B. 38094/66.

Hong Kong
(203/66) Agency inquiry for felt; tiles. E.S.B. 27486/66.

India
(201/66) Inquiry for moulding powder. E.S.B. 23100/65.

Israel
(203/66) Inquiry for brass scrap; copper billets and copper scrap; zinc ingots. E.S.B. 38113/66.

EXPORTS TO SCANDINAVIA

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Italy
(199/66) Agency inquiry for nail gun; car washing equipment. E.S.B. 37394/66.
(199/66) Agency inquiry for process analysers. E.S.B. 37447/66.
(202/66) Agency inquiry for office equipment. E.S.B. 38199/66.
(203/66) Agency inquiry for cosmetics raw materials; textile finishing products; urethanic products. E.S.B. 38140/66.
(199/66) Inquiry for sports clothing; sports equipment. E.S.B. 37328/66.
(200/66) Inquiry for medicated dressings; syringes; thermometers. E.S.B. 37610/66.
(200/66) Inquiry for piece-goods; suitings. E.S.B. 37816/66.

Jamaica
(200/66) Inquiry for carpet sweepers. E.S.B. 36359/66.

Japan
(200/66) Market report on furniture. E.S.B. 33599/66.

Jordan
(202/66) Agency inquiry for rubber. E.S.B. 21292/66.
(199/66) Inquiry for inspection services. E.S.B. 34566/66.
(202/66) Inquiry for paper. E.S.B. 38052/66.

Kenya
(202/66) Agency inquiry for clothing. E.S.B. 38120/66.

Lebanon
(199/66) Agency inquiry for building materials; furniture handles and fittings. E.S.B. 37472/66.
(200/66) Inquiry for steel pipe manufacturing plant. E.S.B. 31945/66.

Malawi
(201/66) Inquiry for plastics working machinery; vending machines. E.S.B. 37641/66.

Morocco/India
(200/66) Trade Agreement. C.R.E. 3176/G.

Mexico/United Arab Republic
(199/66) Trade Agreement. C.R.E. 2701/G.

New Zealand
(202/66) Agency inquiry for textile fabrics. E.S.B. 38155/66.

Nicaragua
(200/66) Inquiry for dubbing equipment; tape recorders; transmitting equipment. E.S.B. 37663/66.

Pakistan
(203/66) Agency inquiry for chemicals; cold storage plant; heating and ventilating equipment; mechanical handling equipment; pharmaceuticals. E.S.B. 34478/66.
(197/66) Inquiry in respect of laboratory equipment. E.S.B. 37073/66.
(203/66) Inquiry for machine tools; plastics working machinery and other equipment. E.S.B. 37004/66.

Saudi Arabia
(200/66) Inquiry for aluminium working machinery; brick making equipment; chalk making equipment; marble and stone working machinery and equipment; paint manufacturing plant; venetian blinds making machinery. E.S.B. 32481/66.

South Africa
(199/66) Agency inquiry for textiles. E.S.B. 37482/66.
(200/66) Agency inquiry for domestic hardware; gift items. E.S.B. 37672/66.

Spain
(197/66) Inquiry for abrasives; steel sheet. E.S.B. 37322/66.

Sweden
(199/66) Inquiry for rules. E.S.B. 37474/66.
(200/66) Inquiry for textiles. E.S.B. 37671/66.
(202/66) Inquiry for decorative objects and giftware; household goods; pre-fabricated swimming pools. E.S.B. 37880/66.

Switzerland
(199/66) Agency inquiry for ball and china clay. E.S.B. 37383/66.
(200/66) Agency inquiry for knitwear. E.S.B. 37656/66.
(200/66) Agency inquiry for sports equipment. E.S.B 37486/66.
(203/66) Agency inquiry for stationery and office supplies. E.S.B. 38194/66.
(199/66) Inquiry for paper. E.S.B. 37323/66.
(202/66) Inquiry for ventilating machinery components. E.S.B. 38124/66.

Thailand
(199/66) Agency inquiry for diabetic foods. E.S.B. 37491/66.

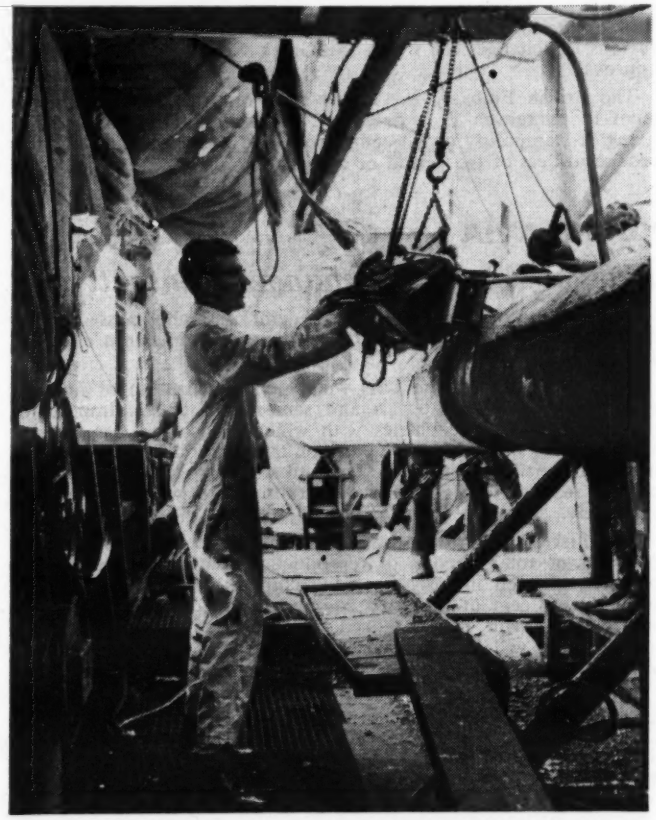
Turkey
(200/66) Inquiry for cooling installations; T.V. sets. E.S.B. 37557/66.

Uganda
(201/66) Inquiry for asphalt impregnated paper. E.S.B. 37844/66.
(203/66) Manufacture under licence – sweets and toffee. E.S.B. 38129/66.

United States of America
(199/66) Agency inquiry for machine tools. E.S.B. 36269/66.
(199/66) Inquiry for saddlery and harness; strap machinery; staple supplies. E.S.B. 37338/66.
(199/66) Inquiry for film strips and slides, etc. E.S.B 37493/66.
(200/66) Inquiry for drop axle assemblies. E.S.B. 37452/66.
(200/66) Inquiry for milling machines. E.S.B. 37438/66.
(201/66) Inquiry for automatic screw machine work. E.S.B. 34739/66.
(201/66) Inquiry for woollen, silk and mohair fabrics E.S.B. 37630/66.
(203/66) Inquiry for power transmission equipment – further information. E.S.B. 17522/66.

U.S.S.R.
(202/66) International Exhibition.

Zambia
(199/66) Agency inquiry for clothing; household linen. lace; suitings. E.S.B. 36983/66.



Operators of BIX Ltd., Leighton Buzzard, positioning an X-ray tubehead to carry out the radiography of the welds on the gas line being laid in the North Sea from the pipe laying barge 'Hugh Gordon'. The company has also carried out submarine pipeline inspection for Brown & Root in Denmark and Bahrain, and also in Doha and Das in the Persian Gulf, and are shortly to carry out the inspection on the submarine pipeline for Wilbros of Tulsa in Nigeria.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

BELGIUM

Colouring materials in foodstuffs

A BELGIAN Ministerial Order of July 8, 1966 (*Moniteur Belge*, No. 188 of September 29, 1966), contains additions to the list of colouring materials authorized in the foodstuffs trade.

The text of the above-mentioned Ministerial Order (in French) may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

SWITZERLAND

Special rates of duty on certain commodities

BY AN ORDINANCE of the Federal Department of Finance and Customs of September 19, 1966, with effect from October 1, 1966, gas oil (BN27.10.60) will be admitted into Switzerland at a reduced rate of duty of 0.30 Swiss francs per 100 kg. gross weight, on proof of its use for the cleaning of distillation products in petrochemical refineries.

SPAIN

Home Tax Compensation Levy

IN THE *State Gazette* of September 29, the Spanish authorities announced an increase in the Home Tax Compensation Levy on products of the printing industry classified under Tariff headings 49-03 to 49-11 from 12 per cent to 14½ per cent.

AUSTRIA

Increase in customs duty on hens' eggs

THE *Board of Trade Journal* of April 29, 1966, published a notice to the effect that an increased rate of Customs duty on hens' eggs would be payable in certain circumstances during the period March 16 to September 30, 1966.

By an Order of the Federal Government of September 20, 1966, the decree under which this increase was imposed has been amended to make it valid until October 31, 1967.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 458, 459, 461).

Turnover Tax Law

THE AUSTRIAN *Bundesgesetzblatt* of August 9, 1966, published a Federal Law of July 6, 1966, amending the Turnover Tax Law, 1959. This introduced a new refund group for export rebates at a rate of 4.08 per cent (including incremental charges) and also detailed various changes in the classification of goods for the purposes of the Turnover Equalization Tax.

Inquiries about this Notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 458, 459 and 461).

GREECE

Tax changes

THE *Board of Trade Journal* of January 14 published details of various tax changes for which the Greek Government was seeking approval.

The British Embassy in Athens have reported that an amendment to paragraph E is necessary. This should now read: 'The fixing of stamp duty on all commercial and financial bills at 0,6 per cent regardless of the period of maturity.'

YUGOSLAVIA

Law on Foreign Exchange Transactions

ON JULY 14, 1966, the Yugoslav Federal Assembly passed a law on Foreign Exchange Transactions which will come into effect on January 1, 1967.

The main effect of the Law will be a liberalization of imports, particularly of raw materials and semi-manufactures. Imports of raw materials from countries with which Yugoslavia has clearing arrangements will be free. Imports of raw materials from countries in the convertible area will be freed to some extent, but imports of certain raw materials and semi-manufactures will be regulated separately.

The first step of liberalization of imports will cover some 60 per cent of total imports of reproduction materials, including 40 per cent of such imports from the convertible area. In addition, some 40 per cent of imported equipment and 20 per cent of consumer goods will be liberalized. It is hoped that the range of liberalization will be extended each year so that full liberalization will be effected by 1970.

Further details of the commodities concerned in the liberalization measures will be published when they are available.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

ISRAEL

Liberalization of imports

THE FOLLOWING items have been added to the list of goods for which Israeli import licences are issued without restriction. These goods were liberalized with effect from August 25, 1966.

Tariff No.	Brief Description	Customs Duty	Purchase Tax
84.22	Lifting, handling, loading or unloading machinery, telphers and conveyors (i.e. lifts, hoists, winches, cranes, transporter cranes, jacks, pulley tackle, belt conveyors and teleferics):		
84.22 (b)	Lifts – passenger cage with skeleton parts thereof	45%	Passenger lifts: 35% Cargo: 10% Other: Exempt
	Lifts – external door and parts thereof	45%	Exempt
84.22 (c) (2)	Jacks used in tipping mechanism for lorries	35%	Exempt
84.22 (c) (9) (a)	Portable hydraulic jacks for cars; weight of each not exceeding 80 kg., cleared before 1.7.67	80%	Exempt
	Portable mechanical jacks, weight of each not exceeding 80 kg., cleared before 1.7.67	80%	Exempt
84.22 (d)	Hoists, winches and pulley tackle:		
(1)	Not driven by motor	60%	Exempt
(2)	Driven by non-electric motor, providing weight of each does not exceed 60 kg. excluding pneumatic hoists	45%	Exempt
(3)	Driven by electric motor	80%	Exempt
84.22 (9) (a)	Driven by hydraulic power	45%	Exempt
84.22 (e)	Cranes, including transporter cranes; conveyors not including pneumatic conveyors:		
84.22 (9) (a)	Driven by hydraulic power	45%	Exempt
84.22 (9) (i)	Others	60%	Exempt
84.22 (f) (1)	Hydraulic machines mounted or designed to be mounted on tractor, the capacity of their bucket does not exceed 1¼ cu. yd. (earth leaders)	60%	Exempt
84.22 (g)	Scrapers of a weight not exceeding 600 kg. (mechanical shovels)	45%	Exempt
34.22 (h) (1)	Other machines hydraulically driven excluding jacks not specified above	45%	Exempt
84.22 (i)	Parts thereof:		
(1)	For tower cranes	25%	Exempt
(2)	For machines for tractors falling under item (f) (1) above	60%	Exempt
(9)	Others	35%	Exempt
84.23 (a)	Excavating and loading machines driven by hydraulic power, mounted on a tractor or designed to be mounted on a tractor or designed to be mounted on a tractor, capacity of bucket 1¼ cu. yd. (light excavators)	60%	Exempt
84.23 (b)	Scrapers of a weight not exceeding 600 kg. (mechanical shovels)	45%	Exempt
85.15 (e) (3)	Radio sound receivers operated by thermionic valves:		
	(a) Comprising of not more than five valves as mentioned above (including rectifying valves (magic eye))	100% but not less than IL. 75.— each	50%
	(i) Others	100% but not less than IL. 135.— each	50%
85.15 (e) (4) (b)	Radio sound receivers operated by crystal valves (transistor receivers) fitted permanently on motor vehicles, whether or not mounted on motor vehicle	100% + IL. 60.—	50%

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460-462).

TUNISIA

Imports of sports and recreational goods

THE BRITISH EMBASSY in Tunis has confirmed that, although no official announcement has been made, the *Société Tunisienne de l'Industrie Laitière* (STIL) has recently been given the monopoly of imports of sports and recreational goods. Monsieur Mohsen Trabelsi, Magasin Général, Avenue de France, Tunis, is the manager of the relevant Department of STIL.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81).

INSTANT EXPORT

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TURKEY

Global import quotas and liberalization lists

THE FOLLOWING amendments should be made to the Turkish import lists published in the *Board of Trade Journal* on August 5, 1966 (pages 364-373) and August 12, 1966 (pages 432-436).

GLOBAL IMPORT QUOTAS

Page No.	Quota Serial No.	Tariff Statis. No.	
373	452	Miscellaneous	After description add: (At the disposal of the Ministry of Public Works)
			NEW QUOTAS
	459	74.10	Only electrolytic, tempered, extra supple cables of 0·05-0·07 mm. round wires (for electrical brush manufacturers) – Industrial quota of $5,000.
	460	28.47.60	Potassium bichromate (only for use by manufacturers of wood impregnation preparations) – Importers' quota of $1,000. *Note:* These two quotas, amounting to $6,000, are met by the reduction of this amount from Quota Serial No. 440 on page 372.

LIBERALIZATION LIST I

Page No.	Tariff Statis. No.	
433	38.19	Add the following additional item: 'Chemical preparation with ingredients of 85% polyethylene glycol esters and 15% sodium benzoate, for protection of baled cotton from deterioration and for keeping moisture constant (moist).' (Subject to the permission of the Ministry of Agriculture.)

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

ZAMBIA

Suspension of duty

THE ZAMBIAN Customs and Excise (Suspension) (Amendment) (No. 7) Regulations, 1966, amend the Schedule to the Customs and Excise (Suspension) Regulations, 1966, with effect from September 21, by the insertion of the following item:

Item	Goods	Effective Rate
		Duty
Ex 331 (2)	Chlorine gas	Free

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MALAWI

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) (Amendment) (No. 4) Regulations, 1966, published as Malawi Government Notice No. 199, amends the Customs and Excise (Suspension) Regulations, 1965, to the following extent:

By the addition of the following goods to the First Schedule, with effect from September 30:

Item of the Customs Tariff	Item	Effective Rates			
		Duty A	Duty B	Duty C	Duty D
78	(a) Rope, cordage and twine weighing not more than 1 lb. per 50 yards, composed of nylon or cotton or rayon with any fibres other than nylon . . . *ad val.*	30%	20%	Free	Free
110	(3) Springs, metal: Furniture, upholstery and mattress *ad val.*	10%	5%	Free	Free
Ex 113	Specialized fittings and fixtures, other than locks, for doors or windows of metal . . . . *ad val.*	20%	12½%	10%	Free

(Britain pays the column D rate of duty.

REPUBLIC OF DAHOMEY

Global quotas, 1966/67

IT HAS BEEN announced in Cotonou, Dahomey, that the following qutoas have been opened for the import of goods for the period July 1, 1966, to December 31, 1966:

Quota No.	Description	Quota values ('000 French francs)
1	Dairy produce	40
2	Cereals other than wheat	1,250
3 and 4	Drinks other than whisky and gin	300
	Spirits and liqueurs	875
5	Sugars and sugar confectionery	40
6	Hops	112·5
	Cereal flour	500
	Imported fish	1,600
	Miscellaneous edible preparations	287·5
7	Tobacco and cigarettes	1,250
8 and 9	Cements	1,000
	Non-ferrous metals	250
10	Petroleum products	3,225
11 to 14	Foreign matches	125
	Chemical products (except matches)	175
15	Printed fabrics and printing costs	825
16	Non-printed fabrics	1,000
17	Jute and jute sacks	1,000
18	Knitted goods	60
19	Kitchen and household ware, tools and cutlery	600
20	Refrigerators and air-conditioners	360
	Various other products	650
21	Various articles of equipment	875
22 and 23	Vehicles, tractors, motor-cycles, cycles	600
24	Miscellaneous	500

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

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RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966 (No. 14), published as Rhodesia Notice No. 668 of October 7, amends the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

(Britain pays the Column B rate of duty)

	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
First Schedule				
(a) by the repeal of the following items –				
Ex 104 (a) Fencing droppers . . . . *ad val.*	10%	5%	Free	Free
Ex 104 (a) Fencing standards, drilled or pointed, of a weight not exceeding 1¾ pounds per foot . . . . . *ad val.*	10%	5%	Free	Free
Ex 331 (2) Metal plates or sheets, specially prepared for lithographic printing purposes (for example planed, ground, polishes, plated or coated); whether perforated or not . . . . . *ad val.*	10%	5%	Free	Free
(b) by the insertion, under the appropriate headings, of the following item –				
Ex 331 (2) Metal plates or sheets, specially prepared for lithographic printing purposes (for example planed, ground, polished, plated or coated); whether perforated or not . . . . . *ad val.*	5%	Free	Free	Free

The above Amendment Regulations repeal also the Customs and Excise (Suspension) (Amendment) Regulations, 1966 (No. 11), published in the *Board of Trade Journal* of August 5 (page 375). The effect of this is to reinstate the suspended duties on:

	Duty A	Duty B	Duty C	Duty D
Ex 331 (2) Zinc plate and sheet, coated and polished, of a type suitable for use in lithographic process engraving, i.e. . . *ad val.*	10%	5%	Free	Free
Ex 331 (2) Aluminium plate or sheet, polished on one surface and perforated; of a type suitable for use in lithographic printing machines, i.e. . . . *ad val.*	10%	5%	Free	Free

AFGHANISTAN

Commercial invoices

THE BOARD OF TRADE have been informed by the British Embassy in Kabul that the Ministry of Commerce in Afghanistan have stated that, under a regulation now in force, four copies of commercial invoices must now be sent to the importing firm.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal *of October 7.*

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CEYLON

British loan in operation

THE BOARD OF TRADE have received a copy of Import Control Notice No. 26/66, issued by the Controller of Imports and Exports, concerning the issuing of licences under the United Kingdom/Ceylon Loan, No. 2, 1966. The notice gives the following information:

1. It is proposed to issue special licences for the import of industrial raw material and machinery from the United Kingdom under the United Kingdom/Ceylon Loan, No. 2, 1966.
2. All imports under the United Kingdom/Ceylon Loan, No. 2, 1966, shall be against Letters of Credit.
3. The following procedure will apply as regards licences issued under this Scheme and will be complementary to that already in force:
   (i) On receipt of a special allocation or authorization which will be headed 'United Kingdom/Ceylon Loan, No. 2, 1966' the importer will open negotiations with his supplier in the United Kingdom and on completion of a contract will instruct his supplier to forward immediately to the Crown Agents for Oversea Governments and Administrations, 4 Millbank, London, S.W.1, England, three copies of the Contract and Contract Certificate, quoting reference to the allocation letter of the Director of Development.
   (ii) After examination of the documents the Crown Agents will advise approval of the Contract and of the Contract Certificate to the Controller of Imports and Exports, Colombo, who will communicate this approval to the importer, who will then forward an Indent, in quadruplicate in terms of the Contract entered into with his United Kingdom supplier for licensing.
   (iii) On receipt of his licence the importer will request his bank to open an irrevocable Letter of Credit in favour of his United Kingdom supplier.
   (iv) The United Kingdom Supplier will ship the goods to the Ceylon Importer and will present the documents required by the Letter of Credit to the correspondent Bank in the United Kingdom, which will make payment and then submit the invoice and payment certificates to the Crown Agents for reimbursement in sterling and will forward the original documents to the importer's Bank in Ceylon.
   (v) Thereafter clearance will take place in accordance with normal procedure, but declaration forms will be marked 'United Kingdom/Ceylon Loan, No. 2, 1966' on the top left-hand corner in block capitals.
4. It should be noted that:
   (i) imports under these arrangements are restricted to goods wholly produced or manufactured in the United Kingdom, the Channel Islands, or the Isle of Man, and the beneficiary under the contract must be a person carrying on business in the United Kingdom, the Channel Islands or the Isle of Man;
   (ii) where the transactions are on a c.i.f. basis the whole amount may be covered under the loan. In the case of f.o.b. contracts shipping arrangements must be made with a British firm, and insurance, if not effected with the Insurance Corporation of Ceylon, must also be arranged with a British company.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 346, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2642).

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AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **metal-working circular sawing machines,** tariff item number 84.45.219.

This reference has been made as a result of representations by local industry.

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
84.45	Machine tools for working metal or metallic carbides, not being machines falling within item 84.49 or 84.50:		
84.45.2	Sawing or filing machines; shaping, slotting, shaving or planing machines; grinding, honing, lapping or polishing machines:		
84.45.21	Sawing or filing machines:		
84.45.219	Other	7½%	Free

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities not later than **November 7.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1980/66.

Special Advisory Authority inquiry result

A NOTICE was published in the *Board of Trade Journal* on September 23, 1966, (page 777) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of metal working circular sawing machines.

The inquiry has now been held, and as a result of the Special Advisory Authority's recommendations temporary additional duties have been imposed as follows:

(1) Cold sawing circular sawing machines: 32½ per cent *ad valorem* (General) and 27½ per cent *ad valorem* (Preferential), duties in both cases subject to a reduction of 2½ per cent *ad valorem* for each 5 dollars by which f.o.b. value (in Australian currency) of imported machine exceeds 300 dollars.

(2) Friction circular sawing machines: 32½ per cent *ad valorem* (General) and 27½ per cent *ad valorem* (Preferential), duties in both cases subject to a reduction of 2½ per cent *ad valorem* for each 5 dollars by which f.o.b. value (in Australian currency) of imported machines exceeds 550 dollars.

These new duties do not apply to goods in transit on September 16, 1966.

Further details will be published as soon as possible.

Initial Federal motor vehicle safety standards

THE UNITED STATES Secretary of Commerce is developing initial Federal motor vehicle safety standards contemplated by the National Traffic and Motor Vehicles Safety Act of 1966.

Advance notice of proposed rule making has been given to solicit suggestions and proposals that interested persons believe the Secretary should consider in promulgating the initial Federal motor vehicle safety standards pursuant to the Act.

The Act provides in section 201 of Title II that in all standards for pneumatic tyres established under Title I, the Secretary shall require that tyres subject thereto be permanently and conspicuously labelled with appropriate safety information. Comments on these tyre matters are invited.

The law requires that the initial Federal motor vehicle safety standards be based upon existing safety standards. The Secretary has tentatively decided that the existing safety standards he will consider include, among others, the regulations prescribed by the General Services Administration for vehicles purchased by the Federal Government (41 CFR Subpart 101-29.3), the regulations on parts and accessories necessary for safe operation of certain vehicles issued by the Interstate Commerce Commission (49 CFR Part 193), and the trade conference rules prescribed by the Federal Trade Commission for the rubber tyre industry (16 CFR Part 115). Comments are invited on any other existing safety standards that interested persons believe the Secretary should consider.

All communications must be addressed to the Secretary of Commerce, United States Department of Commerce, Washington, D.C. 20230, and transmitted to him in twenty (20) legible copies. All communications received on or before November 1, 1966, will be considered. All communications received will be available both before and after the closing date for examination by interested persons.

After further consideration and in light of the comments received and other material data, a notice of rule-making will be issued proposing the initial motor vehicle safety standards to be adopted by the Secretary. Further comments will be received on that notice at that time.

Inquiries regarding this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

Stainless steel table flatware quota

FROM NOVEMBER 1, 1966, until October 11, 1967, an aggregate quantity of 84 million pieces of stainless steel knives, forks and spoons valued under 25 cents each and not over 10.2 inches in overall length, may be entered into the United States, or withdrawn from warehouse, for consumption at the trade agreement rates of duty provided in Tariff Items 927.50, 927.51 and 927.52. These rates are:

Knives and forks with handles not containing nickel and not containing over 10 per cent by weight of manganese
– 1 c. each plus 12.5 per cent *ad valorem*.

Knives and forks with handles containing nickel or containing over 10 per cent by weight of manganese
– 1 c. each plus 17.5 per cent *ad valorem*.

Spoons – 17 per cent *ad valorem*.

Such articles imported in excess of the 84 million piece quota during the period November 1, 1966, to October 11, 1967, will be dutiable as follows:

Knives and forks with handles not containing nickel and not containing over 10 per cent by weight of manganese
– 3 c. each plus 15 per cent *ad valorem*.

Knives and forks with handles containing nickel or containing over 10 per cent by weight of manganese
– 3 c. each plus 20 per cent *ad valorem*.

Spoons – 40 per cent *ad valorem*.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

Labelling of hazardous substances

THE REGULATIONS under the United States Federal Hazardous Substances Labelling Act are to be amended to exempt from the requirements of Section 2 (p) (1) of the Act cleaning and spot-removing kits intended for use in cleaning carpets, furniture, and other household objects, and kits intended for use in coating, painting, antiquing, and similarly processing various surfaces, furniture, etc., provided that:

(i) The immediate container of each hazardous substance in the kit is fully labelled and in conformance with the requirements of the Act; and

(ii) The carton of the kit bears on the main display panel within a borderline, and in the type size specified, the following caution statement: 'This kit contains the following chemicals that may be harmful if misused: (list chemicals by name). Read cautions on individual containers carefully. Keep out of the reach of children.'

Any interested person may, by October 29, 1966, submit written comments, in quintuplicate, on the proposal to the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W., Washington, D.C. 20201.

Inquiries regarding this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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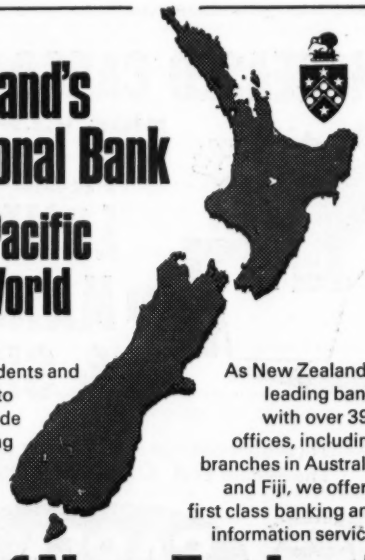

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CANADA

'Made in Canada' rulings

THE FOLLOWING rulings have been made in Canada for Canadian Customs purposes:

Of 'a class or kind made in Canada':
Polybutenes (polyisobutylenes).
(Ruling effective November 11, 1966)

Of 'a class or kind made in Canada':
Calcium pantothenate calcium chloride complex.
Ethyl acrylate.
Tetrabasic Lead Fumerate.
(Ruling effective November 11, 1966)

The above rulings are contained in Canadian Department of National Revenue Memorandum D51/31/1 and memorandum D51/33/1, dated October 11, 1966.

Of 'a class or kind made in Canada':
Piece-goods dyeing machines, also known as dye Becks, dye Winches, dye Kettle, or dye Vats capable of handling plush fabrics, carpets, rugs and other similar materials in open width or rope form.
(Ruling effective November 7, 1966)

The above information is contained in Canadian Department of National Revenue Memorandum D51/5/1, dated October 5, 1966.

Of 'a class or kind made in Canada':
Power meat band saws also known as power meat and bone saws with cutting clearances of from 13 in. × 10 in. to 9 in. × 16 in., all dimensions inclusive.
(Ruling effective November 7, 1966)

The above information is contained in Canadian Department of National Revenue Memorandum D51/10/1, dated October 5, 1966.

Of 'a class or kind not made in Canada':
Fishing nets and nettings designed for commercial fishing.
(Ruling effective October 5, 1966)

The above information is contained in Canadian Department of National Revenue Memorandum D51/34/1 dated October 5, 1966.

Note: Memorandum D51/34 is hereby superseded in so far as fishing nets and nettings are concerned.

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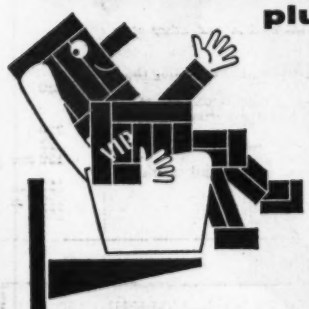

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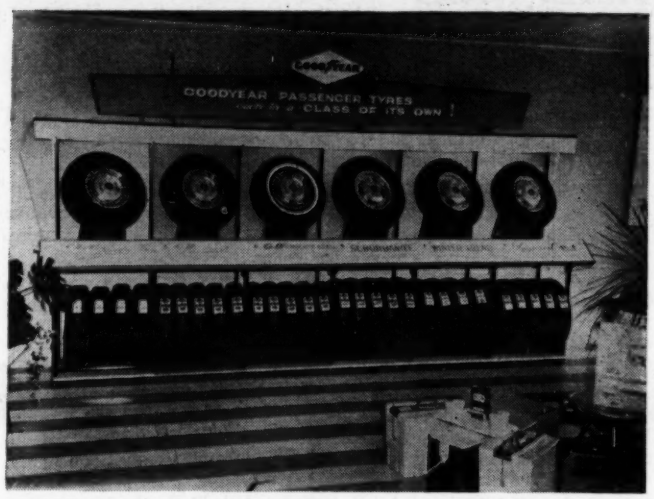

This display and storage unit from Speedframe, Dexion Ltd.'s square tube construction system, was built by the staff of the Sydney branch of Goodyear Tyre Service. Goodyear, who currently operate 100 branches throughout Australia, found the Speedframe display so pleasing that the unit will now become standard for each new retail store built by them in Australia.

JAMAICA

Import licensing arrangements

THE LIST OF Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal*, August 26, 1966, page 556) has been further amended by:

(i) the deletion of item 48 and the substitution of the following:
"48. FOOTWEAR –
(a) Footwear of all descriptions;
(b) uppers (whole or in part and including thongs in sheets or otherwise, and vamps or quarters);
(c) soles (inner and outer) of all types, including pre-cuts and units."

(ii) the addition of the following new paragraph to item 72:
"(S) Electrical Conduit."

(iii) the addition of the following new items:
"125. Printed Matter (including those die-stamped or embossed), as under –
Account Books; Air Letter Forms; Application Forms; Balance Sheets; Bank Books; Bill Books and Forms; Bill of Lading Forms; Cable Forms; Cash Sale Books and Forms; Circular Letters; Compliment Slips; Continuous Stationery; Contract Forms; Debit Note Books and Forms; Delivery Books and Forms; Deposit Slips (Loose or Bound); Estate Way-Bill Tickets; File Folders; Handbills; Insurance Policies and Forms; Invitations; Invoice Books and Forms; Job Cards; Ledger and Account Cards; Ledger and Account Sheets; Letter Heads; Loading Slips; Lodgment Slips (Loose or Bound); Memorandum Forms; Note Books; Order

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Forms and Books; Payroll Forms and Books; Petty Cash Vouchers and Books; Posters (Excluding Cinema Advertising); Programmes; Prospectuses; Raffle Tickets (Loose or Bound); Receipt Forms (Loose or Bound); Report Forms and Books; Statements of Account (Loose or Bound); Stock and Inventory Control Cards and Forms; Tickets (Excluding Continuous Types); Time Cards; Withdrawal Slips (Loose or Bound); Work Order Forms and Books; Writing Pads."

"126 Bread, Rolls, Cake, Puddings and Pastry."

"127. Molasses and Treacle."

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Industrial Incentives Law, 1956

THE JAMAICAN Minister of Trade and Industry is considering whether the following products should be declared 'approved products' for the purposes of the above law:

Banana Flour from Green Bananas; Sterilized Absorbent Cotton and Surgical and Orthopedic Bandages of Cotton or Other Fabric.

'Approved manufactures' of these products will enjoy income-tax relief, duty-free imports of building material, plant, machinery etc., and other concessions.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaica Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE FOLLOWING PRODUCTS have been declared 'pioneer products' for the purposes of the above law:

Welded Wire Reinforcement; Insecticides; Dehydrated Soup Preparations, Gravy Bases in Powder Form and Flavoured Drink Powders; Printers' Inks and Ancillary Materials; Glues, Gums and Adhesives; Carpets and Blankets.

Notices that consideration was being given to designate these products appeared in the *Board of Trade Journals* dated July 29, 1966, page 307; October 15, 1965, page 934; August 12, 1966, page 446.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Section, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

PARAGUAY

Exchange surcharge

HM EMBASSY at Asuncion report that an additional 2 per cent exchange surcharge on imports into Paraguay has been authorized, thus raising the total surcharge now levied to 32 per cent.

CHILE

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see Coloumn 4) are the same unless otherwise stated. If no figure is given, the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
IX	45/53	Synthetic tanning materials in general	6
		Chrome synthetic tanning materials	6
		Technical bichromate of sodium	6
		Insert new items:	
		Sodium silicate, dry soluble powder (No. 20 Si 02-1/2, 2)	
		Calcium carbonate	
	46	Chlorhydrate of isoprotenerol, 25% solution in inert aerosol propellant	6
		Medroxyprogesterone acetate in suspension for injections	6
X	54	Insert new item:	
		Corrugated galvanized sheets, 2½ in. ridge and ½ in. depth, 0·8 to 3·2 mm. thick, with the same turn at both ends	
	57/58	Domestic meat mincers and grain grinders and their spare parts	150
XI	60	Insert new item:	
		Discs for ploughs and for mechanically-drawn harrows	
	61	Insert new items:	
		Equipment for making parts, pieces and components for the electronics industry	
		Machinery and equipment for the production of artificial fibres	
		Pedestal and bench drills, up to 1½ in. diameter	
		Parallel lathes, up to 1,500 mm. between points and up to 220 mm. height above the bed	
		Eccentric presses up to 45 tons	
		Hydraulic lifting ramps, single or double piston, their parts, pieces and spares	
		Alter the item:	
		'Glass-making machinery'	
		to read:	
		'Machinery for making plate glass and other glass products'	
	62	Outboard motors	250 tax
	63	Batteries, accumulators, and their parts excepting those for motor vehicles	250
		Cylindrical dry cell batteries for electric torches, of 1·5 volts and between 30 and 34 mm. diameter and 56 and 60 mm. height	250
XIII	75	Paper for removing castings from moulds	22
	79	Electric calculating machines	150 dep
		Electric and electronic accounting and statistical machines	150 dep
		Electric adding machines	150 dep
		Virgin 8 mm. cine film	150

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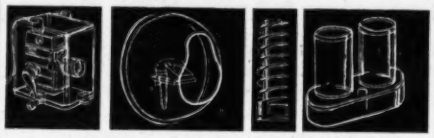

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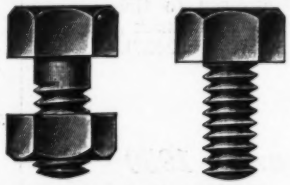

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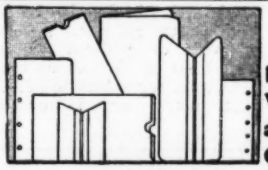

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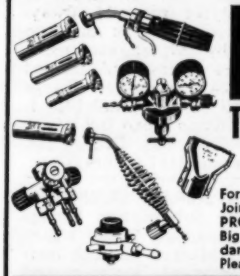

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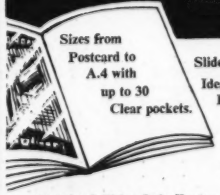

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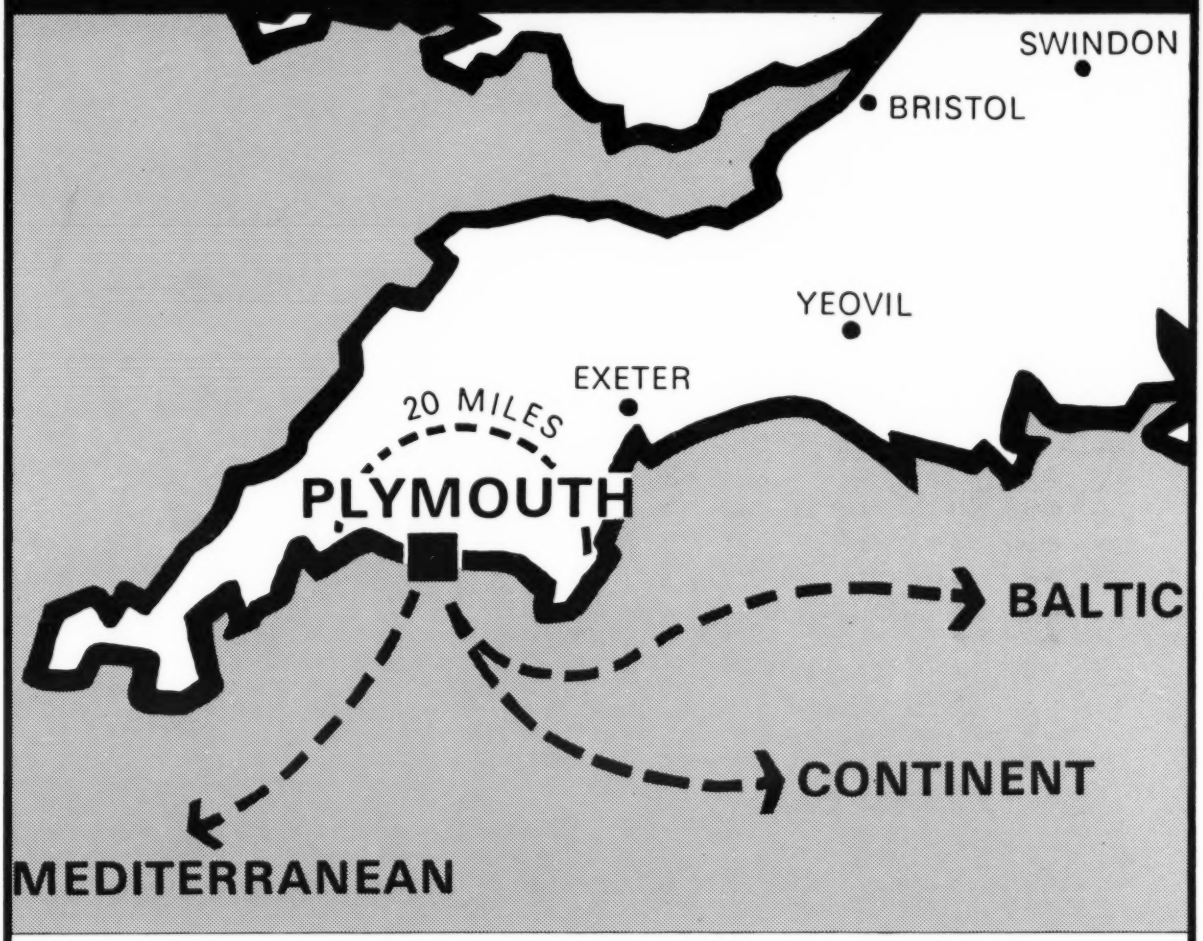

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